

## BAB IV

### PENUTUP

#### A. Kesimpulan

Penelitian ini bertujuan untuk menganalisa efektivitas iklan televisi kartu seluler kartu As versi “ganteng Level 10”, AXIS versi “Tali Persahabatan”, dan XL versi “Noah Band” pada mahasiswa aktif Fakultas Teknologi Informasi Universitas Satya Wacana Salatiga angkatan 2012 diukur dengan menggunakan metode EPIC model. Dalam penelitian ini diperoleh kesimpulan mengenai bagaimana empat dimensi dalam EPIC model yaitu dimensi *emphaty*, *persuasion*, *impact*, dan *communication* dapat mengukur efektivitas iklan televisi kartu seluler. Adapun hasil kesimpulan ini berdasarkan hasil penelitian, hasil pembahasan analisa data serta tujuan penelitian.

##### 1. *Empathy*

Dimensi ini diukur dengan menggunakan empat indikator pertanyaan kuesioner untuk mengetahui apakah *audience* menyukai iklan televisi kartu As, AXIS, maupun XL dan menggambarkan bagaimana *audience* melihat hubungan antara suatu iklan dengan pribadi mereka, apakah iklan yang mereka lihat di televisi sesuai dengan mereka dan juga bagaimana provider mampu merasakan jika mereka adalah partisipasi dalam emosi dan sensasi *audience*. Untuk

iklan televisi kartu As dengan menggunakan metode skor rata-rata, diketahui dimensi *emphaty* masuk dalam rentang skala cukup efektif (2.601-3.400) yaitu dengan skor 3.1193. Sementara untuk iklan AXIS dimensi *emphaty*-nya memiliki skor 3.1108 masuk dalam rentang skala cukup efektif, begitupun juga dengan iklan XL yang dimensi *emphaty*-nya juga masuk dalam rentang skala cukup efektif dengan skor 3.3864 paling tinggi di antara kedua kartu seluler lainnya. Hal ini menunjukkan bahwa iklan televisi kartu As, AXIS, dan XL dinilai cukup mampu menciptakan kedekatan emosional dan mampu mengerti kebutuhan *audience* dalam sebuah produk kartu seluler.

## 2. *Persuasion*

Dimensi diukur dengan menggunakan enam pertanyaan kuesioner untuk mengetahui apakah iklan televisi kartu As, AXIS, maupun XL mampu merubah pandangan atau kepercayaan *audience* sehingga memunculkan keinginan dan sikap untuk mendapatkan atau menginginkan produk yang diiklankan. Melalui skor rata-rata, diketahui iklan televisi kartu As masuk dalam rentang skala cukup efektif (2.601-3.400) yaitu dengan skor 3.0777. Iklan televisi AXIS diketahui dimensi *persuasion*-nya memiliki skor 2.8201 yang masuk dalam skala cukup efektif namun memiliki skor terendah di antara kedua iklan televisi lainnya dan hampir masuk rentang skala tidak efektif (1.801-2.600). Sementara untuk iklan televisi XL diperoleh skor 2.9754 yang masuk juga dalam rentang skala cukup efektif. Hal ini

menunjukkan bahwa iklan televisi kartu As, AXIS, dan XL ketiganya dinilai cukup mampu merubah kepercayaan serta mampu memunculkan keinginan dan sikap untuk mendapatkan produk yang diiklankan.

### 3. *Impact*

Dimensi *impact* ini diukur dengan menggunakan lima pertanyaan kuesioner untuk mengetahui apakah iklan televisi kartu As, AXIS, maupun XL mampu menangkap perhatian *audience* dan *audience* memiliki *product knowledge* atas kartu As, AXIS maupun XL serta mengukur perbandingan dan perbedaan antara iklan-iklan televisi lainnya. Berdasarkan hasil perhitungan menggunakan skor rata-rata, diketahui iklan televisi kartu As masuk dalam rentang skala efektif (3.401-4.200) yaitu dengan skor 3.5773. Iklan televisi AXIS masuk rentang skala cukup efektif (2.601-3.400) yaitu dengan skor 3.2227, sementara iklan XL juga masuk rentang skala cukup efektif dengan skor 3.3341. Hal ini menunjukkan bahwa iklan televisi kartu As lebih memberikan dampak positif bagi *audience* dibanding kedua iklan televisi lainnya dalam hal memberi pengetahuan *audience* terhadap produk, keunggulan produk, maupun perbandingan produk tersebut dengan produk lainnya.

#### 4. *Communication*

Dimensi *communication* ini diukur dengan menggunakan lima pertanyaan kuesioner untuk mengetahui apakah iklan televisi kartu As, AXIS, maupun XL mampu memberikan pengaruh bagi *audience* dalam mengingat pesan utama yang disampaikan, pemahaman *audience*, serta kekuatan kesan yang ditinggalkan pesan iklan-iklan tersebut. Berdasarkan hasil perhitungan iklan televisi kartu As dengan menggunakan metode skor rata-rata, diketahui dimensi *communication*-nya masuk dalam rentang skala cukup efektif (2.601-3.400) yaitu dengan skor 3.3682. Sementara untuk iklan AXIS dimensi *communication*-nya memiliki skor 3.1659 juga masuk dalam rentang skala cukup efektif, begitupun juga dengan iklan XL yang dimensi *communication*-nya juga masuk dalam rentang skala cukup efektif dengan skor 3.2273. Hal ini menunjukkan bahwa pesan yang ingin disampaikan oleh ketiga iklan televisi tersebut cukup mampu diterima *audience* dengan baik dan mampu memberikan kesan yang berarti kepada *audience* setelah melihat iklannya.

#### B. Saran

##### 1. Saran Akademis

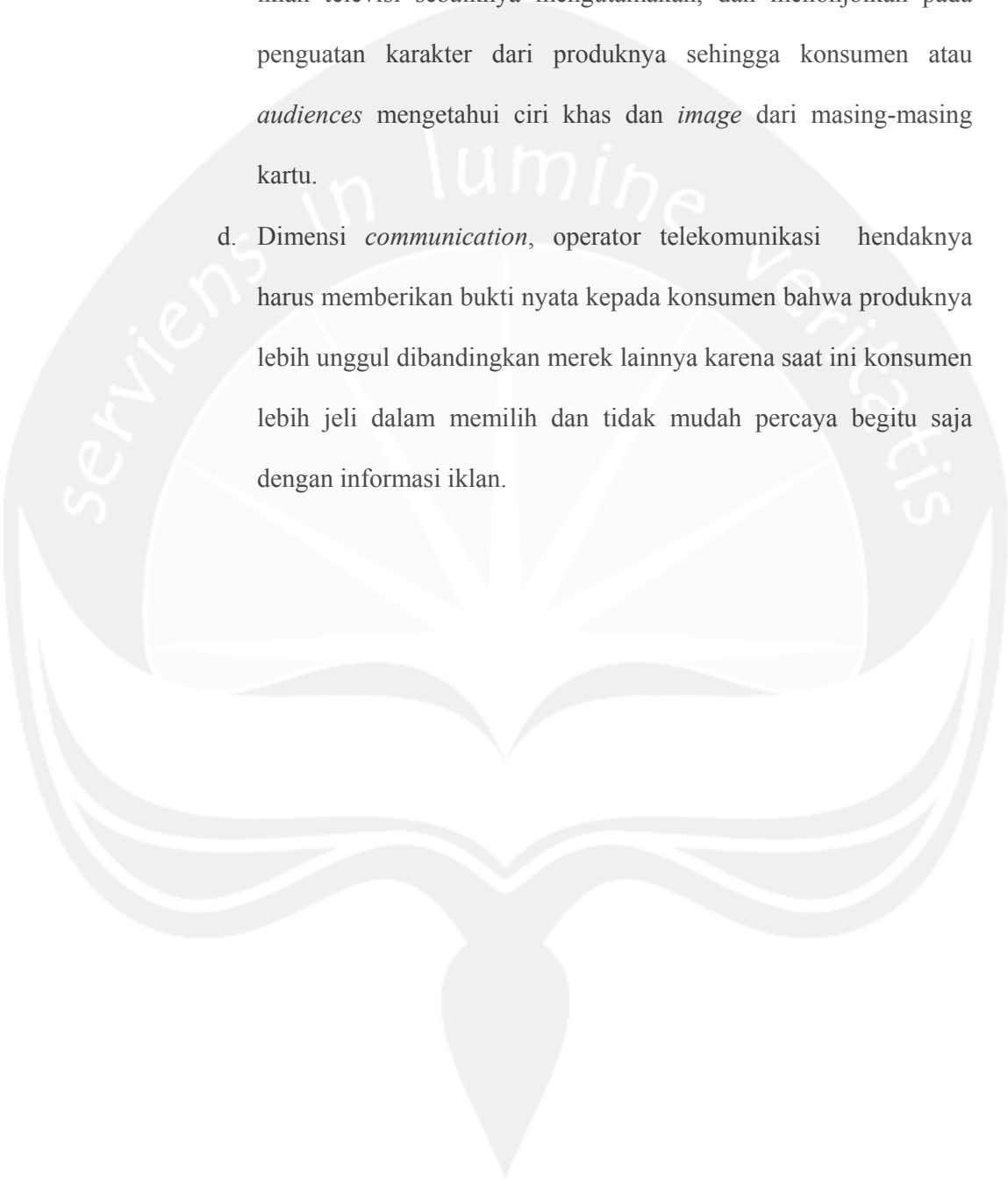
- a. Bagi penelitian selanjutnya hendaknya memperluas variabel-variabel yang terdapat dalam dimensi EPIC model sehingga lebih mampu untuk menjelaskan dimana letak efektivitas sebuah iklan.

- b. Bagi peneliti lain hendaknya memilih iklan yang sesuai dengan waktu penelitian, hal ini dapat memperkecil kemungkinan adanya faktor-faktor lain yang dipertimbangkan *audience* dalam menilai sebuah iklan.

## 2. Saran Praktis

Hasil penelitian ini jika dilihat secara umum ketiga provider kartu seluler tersebut telah memiliki iklan televisi yang dinilai sudah cukup efektif dalam menyampaikan pesannya. Namun ketatnya persaingan anatar operator telekomunikasi di Indonesia hendaknya ada beberapa hal lagi yang harus diperhatikan oleh pengiklan.

- a. Pada dimensi *emphaty*, sebaiknya operator telekomunikasi lebih mampu mengerti dan memahami pribadi *audience* sehingga produk kartu seluler yang diiklankannya tersebut mampu menjawab kebutuhan *audience* akan kartu seluler sesuai dengan kebutuhan dalam aktivitas kegiatan mereka.
- b. Jika dilihat dari dimensi *persuasion*, sebaiknya operator telekomunikasi dalam membuat iklan televisi selain menciptakan iklan yang menarik, juga memperhatikan kemampuan iklan dalam meningkatkan *product knowledge* karena pada dasarnya iklan yang menarik dan disukai oleh *audiences* belum merupakan jaminan bahwa iklan tersebut akan efektif dalam mempengaruhi *audiences* untuk tertarik membeli produk yang diiklankan.

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- c. Pada dimensi *impact*, operator telekomunikasi dalam membuat iklan televisi sebaiknya mengutamakan, dan menonjolkan pada penguatan karakter dari produknya sehingga konsumen atau *audiences* mengetahui ciri khas dan *image* dari masing-masing kartu.
- d. Dimensi *communication*, operator telekomunikasi hendaknya harus memberikan bukti nyata kepada konsumen bahwa produknya lebih unggul dibandingkan merek lainnya karena saat ini konsumen lebih jeli dalam memilih dan tidak mudah percaya begitu saja dengan informasi iklan.

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# LAMPIRAN 1

## KUESIONER

### DAFTAR PERTANYAAN UNTUK RESPONDEN

Responden yang terhormat, saya meminta sedikit waktu anda untuk mengisi beberapa pertanyaan dalam kuesioner berikut ini. Kuesioner ini akan digunakan sebagai bahan penelitian dalam mengerjakan skripsi sebagai syarat untuk meraih gelar Sarjana-1 (S1). Untuk itu saya mohon kesediaan anda untuk:

**Mengisi pertanyaan kuesioner ini yang bertanda titik-titik (...), dan memberikan tanda silang (X) untuk pertanyaan yang bersifat pilihan.**

#### A. DEMOGRAFI/PROFIL RESPONDEN

1. Nama : ..... (Boleh tidak  
Dicantumkan)
2. Merek kartu selular apa yang saat ini anda gunakan ?
  - a. ....
  - b. ....
  - c. ....
  - d. ....
  - e. ....
3. Apakah anda pernah melihat Iklan Televisi Kartu As versi “Ganteng Level 10”, AXIS versi “Tali Persahabatan”, XL versi “Noah” Band seperti yang tercantum di dalam kuesioner ini?
  - a. Ya, saya pernah melihat iklan tersebut (Anda dapat lanjut)
  - b. Tidak, saya tidak pernah melihat iklan tersebut (Anda tidak perlu melanjutkan)

Berikanlah tanda silang (x) pada jawaban yang anda anggap sesuai!

SS = Sangat Setuju

[illegible]

# POTONGAN SCENE

## A. Iklan Televisi Kartu As Versi "Ganteng Level 10"



## B. Iklan Televisi Kartu Axis Versi "Tali Persahabatan"



## C. Iklan Televisi Kartu XL Versi "Noah Band"



## LAMPIRAN 2

### HASIL UJI VALIDITAS DAN RELIABILITAS

#### 1. Uji Validitas dan Reliabilitas Kartu As

##### a. Dimensi *Emphaty*

##### Reliability

###### Case Processing Summary

|       |                       | N  | %     |
|-------|-----------------------|----|-------|
| Cases | Valid                 | 88 | 100.0 |
|       | Excluded <sup>a</sup> | 0  | .0    |
|       | Total                 | 88 | 100.0 |

a. Listwise deletion based on all variables in the procedure.

###### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .640             | 4          |

###### Item-Total Statistics

|     | Scale Mean if Item Deleted | Scale Variance if Item Deleted | Corrected Item-Total Correlation | Cronbach's Alpha if Item Deleted |
|-----|----------------------------|--------------------------------|----------------------------------|----------------------------------|
| as1 | 9.14                       | 5.108                          | .518                             | .505                             |
| as2 | 9.25                       | 5.592                          | .308                             | .652                             |
| as3 | 9.41                       | 5.210                          | .440                             | .557                             |
| as4 | 9.64                       | 5.177                          | .428                             | .565                             |

###### Scale Statistics

| Mean  | Variance | Std. Deviation | N of Items |
|-------|----------|----------------|------------|
| 12.48 | 8.367    | 2.893          | 4          |

b. Dimensi *Persuasion*

## Reliability

**Case Processing Summary**

|       |                       | N  | %     |
|-------|-----------------------|----|-------|
| Cases | Valid                 | 88 | 100.0 |
|       | Excluded <sup>a</sup> | 0  | .0    |
|       | Total                 | 88 | 100.0 |

a. Listwise deletion based on all variables in the procedure.

**Reliability Statistics**

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .765             | 6          |

**Item-Total Statistics**

|      | Scale Mean if Item Deleted | Scale Variance if Item Deleted | Corrected Item-Total Correlation | Cronbach's Alpha if Item Deleted |
|------|----------------------------|--------------------------------|----------------------------------|----------------------------------|
| as5  | 14.72                      | 17.194                         | .406                             | .755                             |
| as6  | 14.88                      | 16.019                         | .421                             | .757                             |
| as7  | 15.31                      | 17.663                         | .419                             | .751                             |
| as8  | 15.80                      | 15.291                         | .628                             | .698                             |
| as9  | 15.77                      | 16.017                         | .611                             | .706                             |
| as10 | 15.86                      | 14.694                         | .590                             | .707                             |

**Scale Statistics**

| Mean  | Variance | Std. Deviation | N of Items |
|-------|----------|----------------|------------|
| 18.47 | 22.206   | 4.712          | 6          |

c. Dimensi *Impact*

## Reliability

### Case Processing Summary

|       |                       | N  | %     |
|-------|-----------------------|----|-------|
| Cases | Valid                 | 88 | 100.0 |
|       | Excluded <sup>a</sup> | 0  | .0    |
|       | Total                 | 88 | 100.0 |

a. Listwise deletion based on all variables in the procedure.

### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .724             | 5          |

### Item-Total Statistics

|      | Scale Mean if Item Deleted | Scale Variance if Item Deleted | Corrected Item-Total Correlation | Cronbach's Alpha if Item Deleted |
|------|----------------------------|--------------------------------|----------------------------------|----------------------------------|
| as11 | 14.02                      | 8.022                          | .630                             | .622                             |
| as12 | 13.91                      | 8.313                          | .558                             | .649                             |
| as13 | 14.34                      | 7.124                          | .561                             | .647                             |
| as14 | 14.92                      | 9.890                          | .295                             | .741                             |
| as15 | 14.35                      | 8.989                          | .403                             | .708                             |

### Scale Statistics

| Mean  | Variance | Std. Deviation | N of Items |
|-------|----------|----------------|------------|
| 17.89 | 12.378   | 3.518          | 5          |

d. Dimensi *Communication*

## Reliability

### Case Processing Summary

|       |                       | N  | %     |
|-------|-----------------------|----|-------|
| Cases | Valid                 | 88 | 100.0 |
|       | Excluded <sup>a</sup> | 0  | .0    |
|       | Total                 | 88 | 100.0 |

a. Listwise deletion based on all variables in the procedure.

### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .716             | 5          |

### Item-Total Statistics

|      | Scale Mean if Item Deleted | Scale Variance if Item Deleted | Corrected Item-Total Correlation | Cronbach's Alpha if Item Deleted |
|------|----------------------------|--------------------------------|----------------------------------|----------------------------------|
| as16 | 13.18                      | 9.760                          | .586                             | .630                             |
| as17 | 13.48                      | 9.540                          | .564                             | .634                             |
| as18 | 13.44                      | 9.445                          | .524                             | .648                             |
| as19 | 13.76                      | 10.713                         | .314                             | .731                             |
| as20 | 13.50                      | 9.379                          | .426                             | .693                             |

### Scale Statistics

| Mean  | Variance | Std. Deviation | N of Items |
|-------|----------|----------------|------------|
| 16.84 | 14.250   | 3.775          | 5          |

## 2. Uji Validitas dan Reliabilitas Kartu As

### a. Dimensi *Emphaty*

#### Reliability

Case Processing Summary

|       |                       | N  | %     |
|-------|-----------------------|----|-------|
| Cases | Valid                 | 88 | 100.0 |
|       | Excluded <sup>a</sup> | 0  | .0    |
|       | Total                 | 88 | 100.0 |

a. Listwise deletion based on all variables in the procedure.

Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .731             | 4          |

Item-Total Statistics

|       | Scale Mean if Item Deleted | Scale Variance if Item Deleted | Corrected Item-Total Correlation | Cronbach's Alpha if Item Deleted |
|-------|----------------------------|--------------------------------|----------------------------------|----------------------------------|
| axis1 | 9.26                       | 5.713                          | .550                             | .654                             |
| axis2 | 9.33                       | 5.511                          | .581                             | .634                             |
| axis3 | 9.32                       | 6.633                          | .380                             | .746                             |
| axis4 | 9.42                       | 5.695                          | .582                             | .635                             |

Scale Statistics

| Mean  | Variance | Std. Deviation | N of Items |
|-------|----------|----------------|------------|
| 12.44 | 9.606    | 3.099          | 4          |

b. Dimensi *Persuasion*

## Reliability

### Case Processing Summary

|       |                       | N  | %     |
|-------|-----------------------|----|-------|
| Cases | Valid                 | 88 | 100.0 |
|       | Excluded <sup>a</sup> | 0  | .0    |
|       | Total                 | 88 | 100.0 |

a. Listwise deletion based on all variables in the procedure.

### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .763             | 6          |

### Item-Total Statistics

|        | Scale Mean if Item Deleted | Scale Variance if Item Deleted | Corrected Item-Total Correlation | Cronbach's Alpha if Item Deleted |
|--------|----------------------------|--------------------------------|----------------------------------|----------------------------------|
| axis5  | 13.45                      | 15.791                         | .312                             | .771                             |
| axis6  | 13.88                      | 13.467                         | .454                             | .744                             |
| axis7  | 13.95                      | 13.929                         | .493                             | .731                             |
| axis8  | 14.33                      | 12.982                         | .549                             | .715                             |
| axis9  | 14.43                      | 13.145                         | .633                             | .694                             |
| axis10 | 14.56                      | 13.284                         | .600                             | .703                             |

### Scale Statistics

| Mean  | Variance | Std. Deviation | N of Items |
|-------|----------|----------------|------------|
| 16.92 | 18.925   | 4.350          | 6          |

c. Dimensi *Impact*

## Reliability

### Case Processing Summary

|       |                       | N  | %     |
|-------|-----------------------|----|-------|
| Cases | Valid                 | 88 | 100.0 |
|       | Excluded <sup>a</sup> | 0  | .0    |
|       | Total                 | 88 | 100.0 |

a. Listwise deletion based on all variables in the procedure.

### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .813             | 5          |

### Item-Total Statistics

|        | Scale Mean if Item Deleted | Scale Variance if Item Deleted | Corrected Item-Total Correlation | Cronbach's Alpha if Item Deleted |
|--------|----------------------------|--------------------------------|----------------------------------|----------------------------------|
| axis11 | 12.63                      | 10.674                         | .598                             | .778                             |
| axis12 | 12.61                      | 10.562                         | .630                             | .769                             |
| axis13 | 13.17                      | 9.384                          | .628                             | .772                             |
| axis14 | 13.22                      | 10.033                         | .623                             | .770                             |
| axis15 | 12.83                      | 11.200                         | .545                             | .793                             |

### Scale Statistics

| Mean  | Variance | Std. Deviation | N of Items |
|-------|----------|----------------|------------|
| 16.11 | 15.481   | 3.935          | 5          |

d. Dimensi *Communication*

## Reliability

### Case Processing Summary

|       |                       | N  | %     |
|-------|-----------------------|----|-------|
| Cases | Valid                 | 88 | 100.0 |
|       | Excluded <sup>a</sup> | 0  | .0    |
|       | Total                 | 88 | 100.0 |

a. Listwise deletion based on all variables in the procedure.

### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .777             | 5          |

### Item-Total Statistics

|        | Scale Mean if Item Deleted | Scale Variance if Item Deleted | Corrected Item-Total Correlation | Cronbach's Alpha if Item Deleted |
|--------|----------------------------|--------------------------------|----------------------------------|----------------------------------|
| axis16 | 12.36                      | 10.257                         | .573                             | .730                             |
| axis17 | 12.73                      | 9.419                          | .668                             | .696                             |
| axis18 | 13.01                      | 9.184                          | .560                             | .735                             |
| axis19 | 12.47                      | 10.620                         | .484                             | .757                             |
| axis20 | 12.75                      | 10.167                         | .484                             | .758                             |

### Scale Statistics

| Mean  | Variance | Std. Deviation | N of Items |
|-------|----------|----------------|------------|
| 15.83 | 14.695   | 3.833          | 5          |

### 3. Uji Validitas dan Reliabilitas Kartu XL

#### a. Dimensi *Emphaty*

#### Reliability

Case Processing Summary

|       |                       | N  | %     |
|-------|-----------------------|----|-------|
| Cases | Valid                 | 88 | 100.0 |
|       | Excluded <sup>a</sup> | 0  | .0    |
|       | Total                 | 88 | 100.0 |

a. Listwise deletion based on all variables in the procedure.

Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .718             | 4          |

Item-Total Statistics

|     | Scale Mean if Item Deleted | Scale Variance if Item Deleted | Corrected Item-Total Correlation | Cronbach's Alpha if Item Deleted |
|-----|----------------------------|--------------------------------|----------------------------------|----------------------------------|
| xl1 | 10.24                      | 5.701                          | .448                             | .689                             |
| xl2 | 10.18                      | 4.794                          | .665                             | .556                             |
| xl3 | 10.01                      | 5.483                          | .487                             | .667                             |
| xl4 | 10.20                      | 5.406                          | .438                             | .700                             |

Scale Statistics

| Mean  | Variance | Std. Deviation | N of Items |
|-------|----------|----------------|------------|
| 13.55 | 8.688    | 2.947          | 4          |

b. Dimensi *Persuasion*

## Reliability

### Case Processing Summary

|       |                       | N  | %     |
|-------|-----------------------|----|-------|
| Cases | Valid                 | 88 | 100.0 |
|       | Excluded <sup>a</sup> | 0  | .0    |
|       | Total                 | 88 | 100.0 |

a. Listwise deletion based on all variables in the procedure.

### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .797             | 6          |

### Item-Total Statistics

|      | Scale Mean if Item Deleted | Scale Variance if Item Deleted | Corrected Item-Total Correlation | Cronbach's Alpha if Item Deleted |
|------|----------------------------|--------------------------------|----------------------------------|----------------------------------|
| xl5  | 14.73                      | 19.373                         | .406                             | .795                             |
| xl6  | 14.42                      | 17.879                         | .463                             | .786                             |
| xl7  | 14.43                      | 17.398                         | .525                             | .772                             |
| xl8  | 15.15                      | 16.403                         | .619                             | .749                             |
| xl9  | 15.14                      | 16.142                         | .700                             | .729                             |
| xl10 | 15.40                      | 16.725                         | .596                             | .754                             |

### Scale Statistics

| Mean  | Variance | Std. Deviation | N of Items |
|-------|----------|----------------|------------|
| 17.85 | 23.966   | 4.896          | 6          |

c. Dimensi *Impact*

## Reliability

### Case Processing Summary

|       |                       | N  | %     |
|-------|-----------------------|----|-------|
| Cases | Valid                 | 88 | 100.0 |
|       | Excluded <sup>a</sup> | 0  | .0    |
|       | Total                 | 88 | 100.0 |

a. Listwise deletion based on all variables in the procedure.

### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .731             | 5          |

### Item-Total Statistics

|      | Scale Mean if Item Deleted | Scale Variance if Item Deleted | Corrected Item-Total Correlation | Cronbach's Alpha if Item Deleted |
|------|----------------------------|--------------------------------|----------------------------------|----------------------------------|
| xl11 | 13.70                      | 9.360                          | .423                             | .711                             |
| xl12 | 13.17                      | 8.994                          | .518                             | .677                             |
| xl13 | 13.34                      | 7.882                          | .586                             | .646                             |
| xl14 | 13.18                      | 8.403                          | .486                             | .689                             |
| xl15 | 13.28                      | 9.378                          | .457                             | .699                             |

### Scale Statistics

| Mean  | Variance | Std. Deviation | N of Items |
|-------|----------|----------------|------------|
| 16.67 | 12.890   | 3.590          | 5          |

d. Dimensi *Communication*

## Reliability

### Case Processing Summary

|       |                       | N  | %     |
|-------|-----------------------|----|-------|
| Cases | Valid                 | 88 | 100.0 |
|       | Excluded <sup>a</sup> | 0  | .0    |
|       | Total                 | 88 | 100.0 |

a. Listwise deletion based on all variables in the procedure.

### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .727             | 5          |

### Item-Total Statistics

|      | Scale Mean if Item Deleted | Scale Variance if Item Deleted | Corrected Item-Total Correlation | Cronbach's Alpha if Item Deleted |
|------|----------------------------|--------------------------------|----------------------------------|----------------------------------|
| xl16 | 12.61                      | 7.504                          | .507                             | .674                             |
| xl17 | 12.78                      | 6.562                          | .626                             | .622                             |
| xl18 | 12.88                      | 7.628                          | .449                             | .695                             |
| xl19 | 13.02                      | 7.425                          | .444                             | .698                             |
| xl20 | 13.25                      | 7.592                          | .418                             | .708                             |

### Scale Statistics

| Mean  | Variance | Std. Deviation | N of Items |
|-------|----------|----------------|------------|
| 16.14 | 10.740   | 3.277          | 5          |

## LAMPIRAN 3

### HASIL PERHITUNGAN EPIC MODEL KARTU AS

#### 1. Dimensi *Emphaty*

##### Descriptives

Descriptive Statistics

|                                                                      | N  | Minimum | Maximum | Mean   | Std. Deviation |
|----------------------------------------------------------------------|----|---------|---------|--------|----------------|
| Iklan menunjukkan fasilitas-fasilitas yang ada di kartu seluler (AS) | 88 | 1.00    | 5.00    | 3.3409 | .98128         |
| Iklan menjawab kebutuhan akan kartu seluler yang murah (AS)          | 88 | 1.00    | 5.00    | 3.2273 | 1.09047        |
| Bintang iklan televisi menggambarkan jiwa muda (AS)                  | 88 | 1.00    | 5.00    | 3.0682 | 1.03719        |
| Jingle iklan televisi tersebut menggambarkan jiwa muda (AS)          | 88 | 1.00    | 5.00    | 2.8409 | 1.06011        |
| Emphaty (AS)                                                         | 88 | 1.75    | 4.75    | 3.1193 | .72316         |
| Valid N (listwise)                                                   | 88 |         |         |        |                |

## 2. Dimensi *Persuasion*

### Descriptives

Descriptive Statistics

|                                                                | N  | Minimum | Maximum | Mean   | Std. Deviation |
|----------------------------------------------------------------|----|---------|---------|--------|----------------|
| Cara penyampaian pesan di iklan menarik perhatian (AS)         | 88 | 1.00    | 5.00    | 3.7500 | 1.11675        |
| Bintang iklan menarik perhatian (AS)                           | 88 | 1.00    | 5.00    | 3.5909 | 1.31862        |
| Jingle iklan menarik perhatian (AS)                            | 88 | 1.00    | 5.00    | 3.1591 | 1.00443        |
| Ingin membeli kartu yang diiklankan setelah melihat iklan (AS) | 88 | 1.00    | 5.00    | 2.6705 | 1.14190        |
| Ingin memakai kartu setelah melihat iklan televisi (AS)        | 88 | 1.00    | 5.00    | 2.6932 | 1.04340        |
| Iklan televisi membuat kartu menjadi pilihan pertama (AS)      | 88 | 1.00    | 5.00    | 2.6023 | 1.29135        |
| Persuasion (AS)                                                | 88 | 1.00    | 4.67    | 3.0777 | .78538         |
| Valid N (listwise)                                             | 88 |         |         |        |                |

### 3. Dimensi *Impact*

#### Descriptives

Descriptive Statistics

|                                                                                        | N  | Minimum | Maximum | Mean   | Std. Deviation |
|----------------------------------------------------------------------------------------|----|---------|---------|--------|----------------|
| Ide pembuatan iklan televisi kreatif dibandingkan produk sejenis (AS)                  | 88 | 1.00    | 5.00    | 3.8636 | .96110         |
| Iklan membuat tahu produk yang diiklankan (AS)                                         | 88 | 1.00    | 5.00    | 3.9773 | .97057         |
| Bintang iklan di iklan membuat langsung tahu produk yang diiklankan (AS)               | 88 | 1.00    | 5.00    | 3.5455 | 1.24022        |
| Musik di iklan tersebut memiliki keunggulan dibanding iklan kartu seluler lainnya (AS) | 88 | 1.00    | 5.00    | 2.9659 | .90273         |
| Tahu kelebihan-kelebihan kartu seluler tersebut setelah melihat iklannya (AS)          | 88 | 1.00    | 5.00    | 3.5341 | .99364         |
| Impact (AS)                                                                            | 88 | 1.80    | 5.00    | 3.5773 | .70364         |
| Valid N (listwise)                                                                     | 88 |         |         |        |                |

#### 4. Dimensi *Communication*

##### Descriptives

Descriptive Statistics

|                                                                                         | N  | Minimum | Maximum | Mean   | Std. Deviation |
|-----------------------------------------------------------------------------------------|----|---------|---------|--------|----------------|
| Mengerti pesan yang ada di dalam iklan tersebut (AS)                                    | 88 | 1.00    | 5.00    | 3.6591 | .96949         |
| Mengingat pesan yang ada di dalam iklan tersebut (AS)                                   | 88 | 1.00    | 5.00    | 3.3636 | 1.04146        |
| Tidak perlu berpikir dalam memahami pesan utama yang ingin disampaikan dalam iklan (AS) | 88 | 1.00    | 5.00    | 3.3977 | 1.10941        |
| Kartu tersebut merupakan kartu selurler yang murah sesuai dengan iklannya (AS)          | 88 | 1.00    | 5.00    | 3.0795 | 1.11646        |
| Ingin menonton kembali iklan tersebut (AS)                                              | 88 | 1.00    | 5.00    | 3.3409 | 1.25841        |
| Communication (AS)                                                                      | 88 | 1.60    | 4.80    | 3.3682 | .75499         |
| Valid N (listwise)                                                                      | 88 |         |         |        |                |

##### Descriptives

Descriptive Statistics

|                    | N  | Minimum | Maximum | Mean   | Std. Deviation |
|--------------------|----|---------|---------|--------|----------------|
| Emphaty (AS)       | 88 | 1.75    | 4.75    | 3.1193 | .72316         |
| Persuasion (AS)    | 88 | 1.00    | 4.67    | 3.0777 | .78538         |
| Impact (AS)        | 88 | 1.80    | 5.00    | 3.5773 | .70364         |
| Communication (AS) | 88 | 1.60    | 4.80    | 3.3682 | .75499         |
| Valid N (listwise) | 88 |         |         |        |                |

## LAMPIRAN 4

### HASIL PERHITUNGAN EPIC MODEL KARTU AXIS

#### 1. Dimensi *Emphaty*

##### Descriptives

| Descriptive Statistics                                                 |    |         |         |        |                |
|------------------------------------------------------------------------|----|---------|---------|--------|----------------|
|                                                                        | N  | Minimum | Maximum | Mean   | Std. Deviation |
| Iklan menunjukkan fasilitas-fasilitas yang ada di kartu seluler (AXIS) | 88 | 1.00    | 5.00    | 3.1818 | 1.05640        |
| Iklan menjawab kebutuhan akan kartu seluler yang murah (AXIS)          | 88 | 1.00    | 5.00    | 3.1136 | 1.07673        |
| Bintang iklan televisi menggambarkan jiwa muda (AXIS)                  | 88 | 1.00    | 5.00    | 3.1250 | 1.00359        |
| Jingle iklan televisi tersebut menggambarkan jiwa muda (AXIS)          | 88 | 1.00    | 5.00    | 3.0227 | 1.02808        |
| Emphaty (EXIS)                                                         | 88 | 1.25    | 4.75    | 3.1108 | .77484         |
| Valid N (listwise)                                                     | 88 |         |         |        |                |

## 2. Dimensi *Persuasion*

### Descriptives

Descriptive Statistics

|                                                                  | N  | Minimum | Maximum | Mean   | Std. Deviation |
|------------------------------------------------------------------|----|---------|---------|--------|----------------|
| Cara penyampaian pesan di iklan menarik perhatian (AXIS)         | 88 | 1.00    | 5.00    | 3.4659 | .92163         |
| Bintang iklan menarik perhatian (AXIS)                           | 88 | 1.00    | 5.00    | 3.0455 | 1.20257        |
| Jingle iklan menarik perhatian (AXIS)                            | 88 | 1.00    | 5.00    | 2.9659 | 1.05535        |
| Ingin membeli kartu yang diiklankan setelah melihat iklan (AXIS) | 88 | 1.00    | 5.00    | 2.5909 | 1.16102        |
| Ingin memakai kartu setelah melihat iklan televisi (AXIS)        | 88 | 1.00    | 5.00    | 2.4886 | 1.02827        |
| Iklan televisi membuat kartu menjadi pilihan pertama (AXIS)      | 88 | 1.00    | 5.00    | 2.3636 | 1.04146        |
| Persuasion (EXIS)                                                | 88 | 1.17    | 4.67    | 2.8201 | .72504         |
| Valid N (listwise)                                               | 88 |         |         |        |                |

### 3. Dimensi *Impact*

#### Descriptives

Descriptive Statistics

|                                                                                          | N  | Minimum | Maximum | Mean   | Std. Deviation |
|------------------------------------------------------------------------------------------|----|---------|---------|--------|----------------|
| Ide pembuatan iklan televisi kreatif dibandingkan produk sejenis (AXIS)                  | 88 | 1.00    | 5.00    | 3.4886 | .98254         |
| Iklan membuat tahu produk yang diiklankan (AXIS)                                         | 88 | 1.00    | 5.00    | 3.5000 | .97084         |
| Bintang iklan di iklan membuat langsung tahu produk yang diiklankan (AXIS)               | 88 | 1.00    | 5.00    | 2.9432 | 1.20686        |
| Musik di iklan tersebut memiliki keunggulan dibanding iklan kartu seluler lainnya (AXIS) | 88 | 1.00    | 5.00    | 2.8977 | 1.08320        |
| Tahu kelebihan-kelebihan kartu seluler tersebut setelah melihat iklannya (AXIS)          | 88 | 1.00    | 5.00    | 3.2841 | .93402         |
| Impact (EXIS)                                                                            | 88 | 1.20    | 5.00    | 3.2227 | .78692         |
| Valid N (listwise)                                                                       | 88 |         |         |        |                |

#### 4. Dimensi *Communication*

##### Descriptives

| Descriptive Statistics                                                                    |    |         |         |        |                |
|-------------------------------------------------------------------------------------------|----|---------|---------|--------|----------------|
|                                                                                           | N  | Minimum | Maximum | Mean   | Std. Deviation |
| Mengerti pesan yang ada di dalam iklan tersebut (AXIS)                                    | 88 | 1.00    | 5.00    | 3.4659 | .95831         |
| Mengingat pesan yang ada di dalam iklan tersebut (AXIS)                                   | 88 | 1.00    | 5.00    | 3.1023 | 1.02878        |
| Tidak perlu berpikir dalam memahami pesan utama yang ingin disampaikan dalam iklan (AXIS) | 88 | 1.00    | 5.00    | 2.8182 | 1.19909        |
| Kartu tersebut merupakan kartu selurler yang murah sesuai dengan iklannya (AXIS)          | 88 | 1.00    | 5.00    | 3.3636 | .98473         |
| Ingin menonton kembali iklan tersebut (AXIS)                                              | 88 | 1.00    | 5.00    | 3.0795 | 1.08513        |
| Communication (EXIS)                                                                      | 88 | 1.20    | 5.00    | 3.1659 | .76667         |
| Valid N (listwise)                                                                        | 88 |         |         |        |                |

##### Descriptives

| Descriptive Statistics |    |         |         |        |                |
|------------------------|----|---------|---------|--------|----------------|
|                        | N  | Minimum | Maximum | Mean   | Std. Deviation |
| Emphaty (EXIS)         | 88 | 1.25    | 4.75    | 3.1108 | .77484         |
| Persuasion (EXIS)      | 88 | 1.17    | 4.67    | 2.8201 | .72504         |
| Impact (EXIS)          | 88 | 1.20    | 5.00    | 3.2227 | .78692         |
| Communication (EXIS)   | 88 | 1.20    | 5.00    | 3.1659 | .76667         |
| Valid N (listwise)     | 88 |         |         |        |                |

## LAMPIRAN 5

### HASIL PERHITUNGAN EPIC MODEL KARTU XL

#### 1. Dimensi Emphaty

##### Descriptives

Descriptive Statistics

|                                                                      | N  | Minimum | Maximum | Mean   | Std. Deviation |
|----------------------------------------------------------------------|----|---------|---------|--------|----------------|
| Iklan menunjukkan fasilitas-fasilitas yang ada di kartu seluler (XL) | 88 | 1.00    | 5.00    | 3.3068 | .96321         |
| Iklan menjawab kebutuhan akan kartu seluler yang murah (XL)          | 88 | 1.00    | 5.00    | 3.3636 | .99634         |
| Bintang iklan televisi menggambarkan jiwa muda (XL)                  | 88 | 1.00    | 5.00    | 3.5341 | .98201         |
| Jingle iklan televisi tersebut menggambarkan jiwa muda (XL)          | 88 | 1.00    | 5.00    | 3.3409 | 1.06011        |
| Emphaty (XL)                                                         | 88 | 1.00    | 5.00    | 3.3864 | .73687         |
| Valid N (listwise)                                                   | 88 |         |         |        |                |

## 2. Dimensi Persuasion

### Descriptives

Descriptive Statistics

|                                                                | N  | Minimum | Maximum | Mean   | Std. Deviation |
|----------------------------------------------------------------|----|---------|---------|--------|----------------|
| Cara penyampaian pesan di iklan menarik perhatian (XL)         | 88 | 1.00    | 5.00    | 3.1250 | 1.00359        |
| Bintang iklan menarik perhatian (XL)                           | 88 | 1.00    | 5.00    | 3.4318 | 1.19188        |
| Jingle iklan menarik perhatian (XL)                            | 88 | 1.00    | 5.00    | 3.4205 | 1.18148        |
| Ingin membeli kartu yang diiklankan setelah melihat iklan (XL) | 88 | 1.00    | 5.00    | 2.7045 | 1.21446        |
| Ingin memakai kartu setelah melihat iklan televisi (XL)        | 88 | 1.00    | 5.00    | 2.7159 | 1.15419        |
| Iklan televisi membuat kartu menjadi pilihan pertama (XL)      | 88 | 1.00    | 5.00    | 2.4545 | 1.19298        |
| Persuasion (XL)                                                | 88 | 1.00    | 4.67    | 2.9754 | .81593         |
| Valid N (listwise)                                             | 88 |         |         |        |                |

### 3. Dimensi Impact

#### Descriptives

Descriptive Statistics

|                                                                                        | N  | Minimum | Maximum | Mean   | Std. Deviation |
|----------------------------------------------------------------------------------------|----|---------|---------|--------|----------------|
| Ide pembuatan iklan televisi kreatif dibandingkan produk sejenis (XL)                  | 88 | 1.00    | 5.00    | 2.9659 | .98784         |
| Iklan membuat tahu produk yang diiklankan (XL)                                         | 88 | 1.00    | 5.00    | 3.5000 | .95893         |
| Bintang iklan di iklan membuat langsung tahu produk yang diiklankan (XL)               | 88 | 1.00    | 5.00    | 3.3295 | 1.13179        |
| Musik di iklan tersebut memiliki keunggulan dibanding iklan kartu seluler lainnya (XL) | 88 | 1.00    | 5.00    | 3.4886 | 1.13456        |
| Tahu kelebihan-kelebihan kartu seluler tersebut setelah melihat iklannya (XL)          | 88 | 1.00    | 5.00    | 3.3864 | .93994         |
| Impact (XL)                                                                            | 88 | 1.60    | 5.00    | 3.3341 | .71806         |
| Valid N (listwise)                                                                     | 88 |         |         |        |                |

## 4. Dimensi Communication

### Descriptives

Descriptive Statistics

|                                                                                         | N  | Minimum | Maximum | Mean   | Std. Deviation |
|-----------------------------------------------------------------------------------------|----|---------|---------|--------|----------------|
| Mengerti pesan yang ada di dalam iklan tersebut (XL)                                    | 88 | 1.00    | 5.00    | 3.5227 | .88379         |
| Mengingat pesan yang ada di dalam iklan tersebut (XL)                                   | 88 | 1.00    | 5.00    | 3.3523 | .99470         |
| Tidak perlu berpikir dalam memahami pesan utama yang ingin disampaikan dalam iklan (XL) | 88 | 1.00    | 5.00    | 3.2614 | .91594         |
| Kartu tersebut merupakan kartu selurler yang murah sesuai dengan iklannya (XL)          | 88 | 1.00    | 5.00    | 3.1136 | .97594         |
| Ingin menonton kembali iklan tersebut (XL)                                              | 88 | 1.00    | 5.00    | 2.8864 | .96409         |
| Communication (XL)                                                                      | 88 | 1.40    | 4.80    | 3.2273 | .65543         |
| Valid N (listwise)                                                                      | 88 |         |         |        |                |

### Descriptives

Descriptive Statistics

|                    | N  | Minimum | Maximum | Mean   | Std. Deviation |
|--------------------|----|---------|---------|--------|----------------|
| Emphaty (XL)       | 88 | 1.00    | 5.00    | 3.3864 | .73687         |
| Persuasion (XL)    | 88 | 1.00    | 4.67    | 2.9754 | .81593         |
| Impact (XL)        | 88 | 1.60    | 5.00    | 3.3341 | .71806         |
| Communication (XL) | 88 | 1.40    | 4.80    | 3.2273 | .65543         |
| Valid N (listwise) | 88 |         |         |        |                |

## LAMPIRAN 6

### DATA DISTRIBUSI RESPONDEN

Case Summaries

|    | a | b | c | d | pernah | as1 | as2 | as3 | as4 | as5 |
|----|---|---|---|---|--------|-----|-----|-----|-----|-----|
| 1  | 1 | . | . | . | 1      | 4   | 5   | 3   | 2   | 4   |
| 2  | 1 | 2 | . | . | 1      | 3   | 5   | 2   | 3   | 5   |
| 3  | 1 | 2 | . | . | 1      | 3   | 2   | 3   | 3   | 4   |
| 4  | 2 | 1 | . | . | 1      | 4   | 2   | 2   | 3   | 3   |
| 5  | 3 | . | . | . | 1      | 5   | 3   | 3   | 2   | 4   |
| 6  | 4 | . | . | . | 1      | 3   | 4   | 4   | 4   | 4   |
| 7  | 5 | . | . | . | 1      | 3   | 4   | 3   | 3   | 4   |
| 8  | 5 | . | . | . | 1      | 4   | 1   | 4   | 2   | 5   |
| 9  | 5 | 3 | . | . | 1      | 5   | 4   | 4   | 5   | 4   |
| 10 | 4 | . | . | . | 1      | 4   | 1   | 4   | 4   | 4   |
| 11 | 1 | 2 | . | . | 1      | 4   | 2   | 4   | 4   | 3   |
| 12 | 6 | . | . | . | 1      | 3   | 4   | 4   | 4   | 5   |
| 13 | 5 | . | . | . | 1      | 3   | 4   | 2   | 3   | 5   |
| 14 | 3 | . | . | . | 1      | 3   | 1   | 2   | 1   | 2   |
| 15 | 1 | 2 | 7 | . | 1      | 3   | 4   | 3   | 4   | 2   |
| 16 | 4 | . | . | . | 1      | 3   | 4   | 3   | 3   | 5   |
| 17 | 4 | 1 | . | . | 1      | 3   | 3   | 2   | 2   | 3   |
| 18 | 7 | . | . | . | 1      | 3   | 3   | 3   | 3   | 3   |
| 19 | 8 | 2 | . | . | 1      | 3   | 3   | 2   | 2   | 5   |
| 20 | 1 | . | . | . | 1      | 4   | 4   | 2   | 2   | 5   |
| 21 | 2 | 1 | 7 | . | 1      | 3   | 3   | 2   | 2   | 5   |
| 22 | 4 | . | . | . | 1      | 4   | 5   | 3   | 3   | 5   |
| 23 | 4 | 1 | . | . | 1      | 5   | 5   | 3   | 3   | 5   |
| 24 | 2 | 7 | . | . | 1      | 3   | 3   | 2   | 2   | 5   |
| 25 | 2 | . | . | . | 1      | 3   | 3   | 2   | 2   | 5   |
| 26 | 4 | . | . | . | 1      | 5   | 5   | 2   | 2   | 5   |
| 27 | 1 | 8 | 6 | . | 1      | 3   | 3   | 3   | 3   | 5   |
| 28 | 1 | . | . | . | 1      | 4   | 3   | 3   | 4   | 5   |
| 29 | 2 | 9 | . | . | 1      | 3   | 3   | 2   | 2   | 3   |
| 30 | 6 | 9 | . | . | 1      | 4   | 5   | 3   | 3   | 4   |
| 31 | 1 | 6 | . | . | 1      | 4   | 3   | 3   | 3   | 4   |
| 32 | 4 | . | . | . | 1      | 5   | 5   | 4   | 3   | 5   |
| 33 | 8 | . | . | . | 1      | 3   | 4   | 3   | 4   | 4   |
| 34 | 5 | . | . | . | 1      | 1   | 2   | 3   | 1   | 2   |
| 35 | 4 | . | . | . | 1      | 4   | 4   | 5   | 3   | 4   |
| 36 | 4 | . | . | . | 1      | 4   | 5   | 3   | 3   | 4   |
| 37 | 2 | . | . | . | 1      | 3   | 4   | 3   | 5   | 4   |
| 38 | 1 | . | . | . | 1      | 4   | 3   | 4   | 4   | 4   |
| 39 | 1 | . | . | . | 1      | 2   | 3   | 2   | 2   | 3   |
| 40 | 6 | 7 | . | . | 1      | 2   | 4   | 3   | 2   | 3   |
| 41 | 1 | 2 | . | . | 1      | 2   | 3   | 4   | 2   | 3   |
| 42 | 1 | . | . | . | 1      | 3   | 3   | 2   | 2   | 2   |
| 43 | 1 | 2 | 6 | . | 1      | 3   | 3   | 2   | 3   | 3   |
| 44 | 2 | 7 | . | . | 1      | 2   | 2   | 4   | 4   | 1   |
| 45 | 1 | . | . | . | 1      | 3   | 2   | 2   | 3   | 2   |
| 46 | 7 | 2 | 1 | . | 1      | 2   | 2   | 3   | 3   | 4   |
| 47 | 1 | . | . | . | 1      | 2   | 2   | 2   | 2   | 1   |
| 48 | 4 | 1 | . | . | 1      | 3   | 4   | 4   | 3   | 3   |
| 49 | 6 | . | . | . | 1      | 2   | 2   | 2   | 2   | 2   |
| 50 | 2 | 6 | 1 | 3 | 1      | 3   | 3   | 3   | 3   | 3   |
| 51 | 1 | . | . | . | 1      | 4   | 4   | 3   | 3   | 4   |
| 52 | 1 | . | . | . | 1      | 5   | 4   | 4   | 5   | 3   |
| 53 | 6 | . | . | . | 1      | 5   | 2   | 5   | 4   | 4   |
| 54 | 1 | . | . | . | 1      | 4   | 3   | 4   | 2   | 4   |
| 55 | 6 | 7 | . | . | 1      | 1   | 2   | 4   | 3   | 4   |
| 56 | 6 | . | . | . | 1      | 2   | 2   | 3   | 2   | 3   |
| 57 | 3 | 6 | . | . | 1      | 4   | 2   | 5   | 5   | 4   |
| 58 | 2 | 6 | . | . | 1      | 2   | 3   | 1   | 1   | 3   |
| 59 | 6 | 1 | . | . | 1      | 4   | 2   | 4   | 3   | 2   |
| 60 | 2 | 1 | 9 | 5 | 1      | 2   | 1   | 4   | 4   | 4   |
| 61 | 1 | . | . | . | 1      | 4   | 5   | 5   | 5   | 5   |
| 62 | 1 | 6 | 4 | 9 | 1      | 3   | 3   | 3   | 3   | 3   |
| 63 | 6 | 2 | 5 | . | 1      | 2   | 1   | 1   | 4   | 2   |
| 64 | 2 | 1 | . | . | 1      | 3   | 3   | 3   | 2   | 2   |
| 65 | 1 | 2 | 5 | . | 1      | 4   | 3   | 4   | 3   | 4   |
| 66 | 7 | 2 | 1 | . | 1      | 1   | 3   | 4   | 4   | 4   |
| 67 | 6 | 1 | . | . | 1      | 4   | 4   | 5   | 1   | 1   |
| 68 | 1 | 4 | . | . | 1      | 3   | 3   | 3   | 4   | 3   |

# Case Summaries

|    | a | b | c | d | pernah | as1 | as2 | as3 | as4 | as5 |
|----|---|---|---|---|--------|-----|-----|-----|-----|-----|
| 69 | 2 | 1 | 4 | . | 1      | 5   | 4   | 5   | 5   | 5   |
| 70 | 6 | . | . | . | 1      | 3   | 3   | 3   | 3   | 4   |
| 71 | 5 | 2 | 3 | . | 1      | 5   | 5   | 5   | 3   | 5   |
| 72 | 1 | . | . | . | 1      | 5   | 5   | 3   | 2   | 3   |
| 73 | 5 | 3 | . | . | 1      | 4   | 4   | 3   | 4   | 4   |
| 74 | 3 | 5 | . | . | 1      | 4   | 4   | 4   | 3   | 5   |
| 75 | 4 | . | . | . | 1      | 4   | 4   | 4   | 4   | 3   |
| 76 | 5 | 2 | . | . | 1      | 4   | 4   | 3   | 3   | 4   |
| 77 | 4 | 7 | . | . | 1      | 3   | 4   | 2   | 1   | 3   |
| 78 | 4 | 6 | . | . | 1      | 3   | 3   | 1   | 1   | 3   |
| 79 | 1 | 5 | . | . | 1      | 3   | 2   | 1   | 1   | 2   |
| 80 | 1 | 2 | . | . | 1      | 2   | 2   | 4   | 1   | 4   |
| 81 | 4 | 6 | 2 | . | 1      | 4   | 2   | 5   | 2   | 5   |
| 82 | 2 | 1 | . | . | 1      | 3   | 4   | 2   | 2   | 5   |
| 83 | 6 | 2 | . | . | 1      | 5   | 5   | 4   | 4   | 4   |
| 84 | 2 | 1 | 9 | . | 1      | 4   | 3   | 2   | 2   | 5   |
| 85 | 9 | 1 | . | . | 1      | 3   | 3   | 2   | 2   | 5   |
| 86 | 1 | . | . | . | 1      | 3   | 3   | 3   | 3   | 5   |
| 87 | 9 | . | . | . | 1      | 3   | 3   | 2   | 2   | 5   |
| 88 | 1 | 9 | . | . | 1      | 3   | 3   | 2   | 2   | 5   |

## Case Summaries

|    | as6 | as7 | as8 | as9 | as10 | as11 | as12 | as13 | as14 | as15 |
|----|-----|-----|-----|-----|------|------|------|------|------|------|
| 1  | 2   | 2   | 2   | 2   | 2    | 3    | 4    | 3    | 2    | 2    |
| 2  | 5   | 4   | 4   | 3   | 2    | 5    | 5    | 4    | 3    | 4    |
| 3  | 2   | 3   | 2   | 2   | 2    | 2    | 2    | 2    | 2    | 3    |
| 4  | 2   | 4   | 1   | 3   | 1    | 3    | 5    | 4    | 3    | 4    |
| 5  | 2   | 2   | 5   | 2   | 1    | 5    | 5    | 3    | 2    | 4    |
| 6  | 4   | 3   | 3   | 3   | 4    | 4    | 4    | 4    | 4    | 4    |
| 7  | 4   | 3   | 2   | 3   | 4    | 4    | 4    | 4    | 2    | 4    |
| 8  | 4   | 3   | 5   | 4   | 4    | 4    | 5    | 1    | 2    | 5    |
| 9  | 5   | 4   | 3   | 3   | 5    | 5    | 5    | 5    | 4    | 5    |
| 10 | 3   | 3   | 1   | 1   | 3    | 4    | 4    | 5    | 2    | 3    |
| 11 | 4   | 4   | 4   | 2   | 2    | 4    | 4    | 3    | 2    | 5    |
| 12 | 5   | 5   | 3   | 3   | 3    | 4    | 4    | 4    | 4    | 4    |
| 13 | 5   | 5   | 3   | 3   | 2    | 4    | 4    | 3    | 2    | 4    |
| 14 | 5   | 1   | 1   | 1   | 1    | 3    | 1    | 2    | 2    | 1    |
| 15 | 2   | 5   | 2   | 3   | 2    | 4    | 4    | 5    | 4    | 4    |
| 16 | 4   | 3   | 4   | 5   | 3    | 5    | 4    | 5    | 4    | 5    |
| 17 | 2   | 3   | 2   | 2   | 2    | 3    | 3    | 2    | 2    | 3    |
| 18 | 5   | 3   | 2   | 2   | 2    | 5    | 5    | 5    | 3    | 4    |
| 19 | 5   | 2   | 2   | 2   | 2    | 5    | 4    | 5    | 2    | 4    |
| 20 | 5   | 3   | 3   | 3   | 2    | 5    | 5    | 5    | 3    | 3    |
| 21 | 5   | 3   | 3   | 3   | 2    | 5    | 5    | 5    | 2    | 4    |
| 22 | 5   | 3   | 5   | 5   | 5    | 5    | 5    | 5    | 3    | 4    |
| 23 | 5   | 3   | 4   | 4   | 5    | 5    | 5    | 5    | 3    | 5    |
| 24 | 5   | 2   | 2   | 2   | 2    | 5    | 5    | 5    | 2    | 3    |
| 25 | 5   | 2   | 3   | 3   | 2    | 5    | 5    | 5    | 2    | 3    |
| 26 | 5   | 3   | 4   | 4   | 5    | 5    | 5    | 5    | 3    | 4    |
| 27 | 4   | 3   | 4   | 3   | 3    | 3    | 3    | 3    | 3    | 3    |
| 28 | 4   | 5   | 3   | 4   | 4    | 4    | 5    | 5    | 3    | 4    |
| 29 | 3   | 3   | 2   | 3   | 2    | 3    | 3    | 2    | 2    | 3    |
| 30 | 3   | 5   | 3   | 3   | 5    | 3    | 5    | 4    | 5    | 3    |
| 31 | 2   | 2   | 1   | 2   | 2    | 4    | 3    | 5    | 4    | 4    |
| 32 | 5   | 5   | 3   | 4   | 5    | 5    | 5    | 5    | 5    | 5    |
| 33 | 4   | 4   | 3   | 2   | 4    | 5    | 3    | 3    | 4    | 4    |
| 34 | 1   | 2   | 1   | 2   | 1    | 2    | 3    | 2    | 3    | 4    |
| 35 | 5   | 4   | 4   | 4   | 4    | 4    | 4    | 3    | 3    | 3    |
| 36 | 5   | 4   | 3   | 2   | 2    | 4    | 4    | 5    | 4    | 4    |
| 37 | 4   | 3   | 3   | 4   | 2    | 5    | 3    | 3    | 3    | 4    |
| 38 | 4   | 4   | 3   | 3   | 3    | 4    | 4    | 2    | 3    | 2    |
| 39 | 3   | 3   | 2   | 2   | 2    | 4    | 4    | 3    | 3    | 2    |
| 40 | 4   | 3   | 1   | 2   | 1    | 3    | 4    | 3    | 2    | 4    |
| 41 | 5   | 4   | 3   | 2   | 2    | 3    | 4    | 4    | 5    | 3    |
| 42 | 2   | 2   | 2   | 2   | 1    | 3    | 3    | 2    | 2    | 3    |
| 43 | 3   | 3   | 3   | 3   | 3    | 3    | 3    | 3    | 3    | 4    |
| 44 | 2   | 3   | 2   | 2   | 2    | 4    | 4    | 5    | 3    | 3    |
| 45 | 1   | 2   | 1   | 1   | 1    | 3    | 4    | 2    | 3    | 4    |
| 46 | 3   | 3   | 1   | 2   | 2    | 3    | 4    | 4    | 2    | 3    |
| 47 | 1   | 1   | 1   | 1   | 1    | 3    | 3    | 3    | 3    | 3    |
| 48 | 4   | 4   | 4   | 3   | 4    | 3    | 4    | 4    | 4    | 4    |
| 49 | 3   | 3   | 3   | 3   | 2    | 4    | 3    | 3    | 3    | 4    |
| 50 | 3   | 3   | 3   | 3   | 3    | 3    | 3    | 3    | 3    | 3    |
| 51 | 5   | 1   | 1   | 1   | 1    | 4    | 4    | 4    | 3    | 3    |
| 52 | 5   | 4   | 3   | 3   | 2    | 2    | 3    | 3    | 4    | 2    |
| 53 | 4   | 4   | 1   | 1   | 1    | 5    | 5    | 4    | 3    | 2    |
| 54 | 4   | 3   | 2   | 2   | 2    | 4    | 4    | 2    | 3    | 3    |
| 55 | 1   | 2   | 2   | 2   | 1    | 4    | 5    | 1    | 2    | 2    |
| 56 | 4   | 3   | 1   | 2   | 1    | 3    | 4    | 4    | 4    | 5    |
| 57 | 3   | 3   | 2   | 2   | 2    | 4    | 5    | 2    | 3    | 5    |
| 58 | 1   | 4   | 2   | 2   | 2    | 3    | 2    | 2    | 3    | 2    |
| 59 | 2   | 3   | 4   | 3   | 5    | 3    | 3    | 3    | 4    | 5    |
| 60 | 3   | 4   | 3   | 3   | 4    | 4    | 4    | 4    | 3    | 4    |
| 61 | 5   | 5   | 1   | 1   | 2    | 5    | 4    | 5    | 5    | 5    |
| 62 | 3   | 3   | 3   | 3   | 3    | 3    | 3    | 3    | 3    | 3    |
| 63 | 3   | 4   | 3   | 5   | 1    | 2    | 1    | 3    | 2    | 4    |
| 64 | 3   | 3   | 3   | 3   | 3    | 3    | 4    | 4    | 4    | 5    |
| 65 | 3   | 4   | 3   | 4   | 3    | 4    | 3    | 4    | 3    | 4    |
| 66 | 4   | 4   | 3   | 3   | 1    | 3    | 3    | 3    | 2    | 4    |
| 67 | 5   | 4   | 5   | 4   | 4    | 4    | 5    | 1    | 5    | 4    |
| 68 | 3   | 4   | 5   | 3   | 3    | 3    | 2    | 2    | 2    | 1    |

# Case Summaries

|    | as6 | as7 | as8 | as9 | as10 | as11 | as12 | as13 | as14 | as15 |
|----|-----|-----|-----|-----|------|------|------|------|------|------|
| 69 | 4   | 4   | 5   | 4   | 5    | 5    | 4    | 4    | 4    | 5    |
| 70 | 2   | 2   | 1   | 1   | 2    | 3    | 3    | 2    | 3    | 2    |
| 71 | 4   | 3   | 5   | 5   | 5    | 4    | 5    | 5    | 3    | 5    |
| 72 | 3   | 2   | 2   | 2   | 4    | 4    | 4    | 3    | 4    | 4    |
| 73 | 4   | 4   | 4   | 5   | 5    | 5    | 5    | 4    | 4    | 5    |
| 74 | 5   | 4   | 3   | 2   | 3    | 5    | 5    | 3    | 4    | 2    |
| 75 | 3   | 3   | 4   | 4   | 3    | 3    | 4    | 3    | 4    | 4    |
| 76 | 4   | 3   | 3   | 4   | 4    | 4    | 4    | 3    | 3    | 4    |
| 77 | 2   | 3   | 1   | 1   | 1    | 4    | 4    | 1    | 3    | 4    |
| 78 | 1   | 1   | 2   | 2   | 1    | 1    | 4    | 1    | 1    | 3    |
| 79 | 1   | 2   | 3   | 4   | 4    | 2    | 2    | 2    | 2    | 3    |
| 80 | 4   | 1   | 3   | 2   | 1    | 4    | 5    | 4    | 2    | 3    |
| 81 | 1   | 2   | 3   | 4   | 5    | 3    | 4    | 3    | 2    | 1    |
| 82 | 5   | 3   | 2   | 2   | 2    | 5    | 5    | 5    | 3    | 4    |
| 83 | 4   | 4   | 3   | 3   | 2    | 4    | 4    | 5    | 2    | 3    |
| 84 | 5   | 2   | 2   | 2   | 2    | 5    | 5    | 5    | 2    | 3    |
| 85 | 5   | 3   | 2   | 2   | 2    | 5    | 5    | 5    | 3    | 3    |
| 86 | 5   | 3   | 2   | 2   | 2    | 5    | 5    | 5    | 2    | 3    |
| 87 | 5   | 3   | 2   | 2   | 2    | 5    | 5    | 5    | 2    | 3    |
| 88 | 5   | 5   | 2   | 2   | 2    | 5    | 5    | 5    | 3    | 3    |

## Case Summaries

|    | as16 | as17 | as18 | as19 | as20 | axis1 | axis2 | axis3 | axis4 | axis5 |
|----|------|------|------|------|------|-------|-------|-------|-------|-------|
| 1  | 3    | 1    | 2    | 2    | 3    | 2     | 1     | 2     | 1     | 4     |
| 2  | 4    | 5    | 2    | 2    | 5    | 3     | 5     | 4     | 3     | 5     |
| 3  | 3    | 2    | 3    | 3    | 2    | 1     | 3     | 3     | 3     | 2     |
| 4  | 5    | 4    | 4    | 2    | 3    | 4     | 2     | 2     | 3     | 3     |
| 5  | 3    | 3    | 4    | 3    | 3    | 5     | 3     | 3     | 2     | 4     |
| 6  | 4    | 4    | 4    | 4    | 3    | 3     | 3     | 4     | 4     | 4     |
| 7  | 4    | 3    | 3    | 5    | 5    | 3     | 4     | 4     | 4     | 5     |
| 8  | 5    | 5    | 4    | 5    | 2    | 1     | 2     | 4     | 4     | 3     |
| 9  | 5    | 4    | 5    | 5    | 5    | 5     | 4     | 4     | 4     | 4     |
| 10 | 4    | 5    | 5    | 1    | 2    | 4     | 2     | 5     | 5     | 5     |
| 11 | 5    | 5    | 2    | 4    | 3    | 4     | 2     | 3     | 4     | 4     |
| 12 | 5    | 5    | 5    | 3    | 3    | 3     | 4     | 4     | 4     | 5     |
| 13 | 4    | 5    | 4    | 4    | 2    | 3     | 4     | 3     | 3     | 4     |
| 14 | 1    | 2    | 1    | 3    | 1    | 3     | 1     | 2     | 1     | 2     |
| 15 | 4    | 4    | 5    | 3    | 3    | 3     | 4     | 4     | 4     | 3     |
| 16 | 5    | 4    | 5    | 4    | 5    | 4     | 3     | 4     | 3     | 4     |
| 17 | 3    | 3    | 3    | 3    | 2    | 2     | 2     | 3     | 3     | 3     |
| 18 | 3    | 3    | 5    | 3    | 5    | 3     | 2     | 2     | 2     | 3     |
| 19 | 4    | 4    | 5    | 3    | 5    | 3     | 3     | 2     | 2     | 3     |
| 20 | 3    | 3    | 4    | 3    | 5    | 3     | 3     | 2     | 2     | 3     |
| 21 | 4    | 4    | 4    | 4    | 5    | 3     | 3     | 2     | 2     | 3     |
| 22 | 4    | 4    | 5    | 4    | 5    | 3     | 3     | 1     | 1     | 3     |
| 23 | 4    | 4    | 5    | 4    | 5    | 3     | 3     | 2     | 2     | 3     |
| 24 | 5    | 5    | 5    | 3    | 5    | 3     | 2     | 2     | 2     | 2     |
| 25 | 3    | 3    | 3    | 3    | 3    | 2     | 2     | 2     | 2     | 2     |
| 26 | 4    | 4    | 5    | 4    | 5    | 3     | 3     | 2     | 2     | 3     |
| 27 | 3    | 3    | 3    | 4    | 2    | 3     | 3     | 3     | 3     | 4     |
| 28 | 5    | 4    | 5    | 5    | 5    | 4     | 4     | 3     | 4     | 3     |
| 29 | 4    | 2    | 3    | 3    | 2    | 3     | 4     | 4     | 3     | 3     |
| 30 | 4    | 5    | 3    | 3    | 4    | 5     | 5     | 2     | 5     | 5     |
| 31 | 3    | 3    | 3    | 1    | 4    | 5     | 5     | 3     | 3     | 2     |
| 32 | 3    | 3    | 4    | 5    | 3    | 4     | 4     | 3     | 3     | 5     |
| 33 | 4    | 4    | 3    | 5    | 4    | 1     | 1     | 4     | 4     | 3     |
| 34 | 2    | 3    | 2    | 3    | 1    | 1     | 2     | 5     | 2     | 3     |
| 35 | 3    | 3    | 3    | 3    | 3    | 3     | 3     | 3     | 3     | 4     |
| 36 | 5    | 5    | 5    | 2    | 3    | 4     | 3     | 4     | 4     | 3     |
| 37 | 4    | 4    | 3    | 2    | 4    | 4     | 4     | 3     | 4     | 3     |
| 38 | 3    | 4    | 2    | 4    | 4    | 4     | 4     | 4     | 4     | 4     |
| 39 | 3    | 3    | 2    | 2    | 2    | 2     | 3     | 2     | 2     | 3     |
| 40 | 3    | 2    | 3    | 4    | 2    | 2     | 4     | 3     | 3     | 3     |
| 41 | 4    | 4    | 3    | 4    | 3    | 3     | 4     | 4     | 2     | 3     |
| 42 | 3    | 3    | 3    | 4    | 2    | 3     | 3     | 3     | 2     | 4     |
| 43 | 3    | 3    | 3    | 3    | 3    | 3     | 3     | 3     | 3     | 3     |
| 44 | 5    | 4    | 4    | 5    | 5    | 2     | 2     | 3     | 3     | 4     |
| 45 | 4    | 4    | 4    | 1    | 1    | 3     | 3     | 3     | 3     | 2     |
| 46 | 4    | 4    | 2    | 3    | 2    | 2     | 2     | 3     | 3     | 4     |
| 47 | 2    | 2    | 2    | 2    | 2    | 2     | 2     | 2     | 2     | 2     |
| 48 | 4    | 3    | 3    | 3    | 3    | 4     | 4     | 4     | 3     | 4     |
| 49 | 5    | 1    | 3    | 2    | 3    | 2     | 2     | 3     | 2     | 3     |
| 50 | 3    | 3    | 3    | 3    | 3    | 3     | 3     | 3     | 3     | 3     |
| 51 | 4    | 2    | 2    | 4    | 2    | 4     | 4     | 3     | 3     | 4     |
| 52 | 3    | 3    | 1    | 1    | 3    | 5     | 5     | 4     | 5     | 4     |
| 53 | 3    | 2    | 2    | 3    | 2    | 5     | 2     | 2     | 4     | 4     |
| 54 | 3    | 3    | 2    | 4    | 3    | 2     | 1     | 3     | 3     | 3     |
| 55 | 3    | 2    | 2    | 4    | 3    | 3     | 4     | 5     | 4     | 5     |
| 56 | 3    | 4    | 3    | 2    | 4    | 2     | 2     | 3     | 2     | 3     |
| 57 | 4    | 4    | 2    | 1    | 4    | 4     | 3     | 5     | 5     | 4     |
| 58 | 2    | 2    | 3    | 3    | 4    | 1     | 3     | 2     | 1     | 3     |
| 59 | 5    | 5    | 5    | 1    | 3    | 4     | 4     | 3     | 4     | 3     |
| 60 | 3    | 3    | 2    | 3    | 3    | 1     | 1     | 2     | 3     | 4     |
| 61 | 4    | 2    | 4    | 1    | 2    | 4     | 5     | 1     | 5     | 5     |
| 62 | 3    | 3    | 3    | 3    | 3    | 3     | 3     | 3     | 3     | 3     |
| 63 | 1    | 2    | 2    | 2    | 5    | 3     | 4     | 2     | 5     | 1     |
| 64 | 3    | 2    | 3    | 4    | 5    | 3     | 3     | 3     | 3     | 4     |
| 65 | 3    | 4    | 3    | 3    | 4    | 3     | 4     | 3     | 4     | 3     |
| 66 | 3    | 3    | 2    | 4    | 2    | 3     | 3     | 3     | 3     | 4     |
| 67 | 4    | 5    | 5    | 4    | 1    | 4     | 3     | 5     | 3     | 3     |
| 68 | 2    | 1    | 2    | 1    | 2    | 2     | 2     | 3     | 3     | 3     |

# Case Summaries

|    | as16 | as17 | as18 | as19 | as20 | axis1 | axis2 | axis3 | axis4 | axis5 |
|----|------|------|------|------|------|-------|-------|-------|-------|-------|
| 69 | 5    | 4    | 4    | 5    | 5    | 4     | 3     | 3     | 4     | 4     |
| 70 | 3    | 2    | 3    | 3    | 3    | 3     | 3     | 3     | 3     | 4     |
| 71 | 5    | 5    | 4    | 5    | 5    | 5     | 5     | 5     | 4     | 5     |
| 72 | 4    | 3    | 3    | 3    | 5    | 5     | 5     | 2     | 2     | 4     |
| 73 | 5    | 4    | 4    | 4    | 4    | 4     | 3     | 3     | 3     | 3     |
| 74 | 4    | 3    | 3    | 3    | 4    | 4     | 4     | 4     | 3     | 5     |
| 75 | 4    | 3    | 4    | 4    | 3    | 4     | 3     | 4     | 4     | 3     |
| 76 | 5    | 3    | 5    | 3    | 3    | 4     | 3     | 3     | 3     | 3     |
| 77 | 5    | 3    | 4    | 3    | 2    | 3     | 4     | 3     | 3     | 3     |
| 78 | 4    | 3    | 2    | 1    | 1    | 3     | 3     | 4     | 4     | 3     |
| 79 | 4    | 2    | 2    | 3    | 3    | 2     | 1     | 1     | 1     | 1     |
| 80 | 1    | 3    | 4    | 2    | 3    | 3     | 2     | 4     | 1     | 4     |
| 81 | 3    | 3    | 5    | 1    | 2    | 3     | 2     | 5     | 2     | 3     |
| 82 | 5    | 5    | 4    | 3    | 5    | 2     | 2     | 2     | 2     | 3     |
| 83 | 4    | 4    | 3    | 3    | 5    | 4     | 5     | 5     | 4     | 5     |
| 84 | 3    | 3    | 4    | 3    | 4    | 5     | 4     | 4     | 4     | 3     |
| 85 | 4    | 4    | 4    | 3    | 5    | 4     | 4     | 3     | 3     | 5     |
| 86 | 4    | 4    | 4    | 3    | 5    | 3     | 3     | 2     | 2     | 3     |
| 87 | 4    | 4    | 5    | 3    | 5    | 3     | 4     | 3     | 2     | 4     |
| 88 | 3    | 2    | 4    | 2    | 2    | 5     | 5     | 5     | 4     | 5     |

## Case Summaries

|    | axis6 | axis7 | axis8 | axis9 | axis10 | axis11 | axis12 | axis13 | axis14 | axis15 |
|----|-------|-------|-------|-------|--------|--------|--------|--------|--------|--------|
| 1  | 4     | 3     | 2     | 3     | 3      | 3      | 4      | 3      | 2      | 2      |
| 2  | 5     | 4     | 2     | 3     | 2      | 5      | 5      | 5      | 3      | 4      |
| 3  | 2     | 3     | 2     | 2     | 2      | 2      | 2      | 2      | 2      | 3      |
| 4  | 2     | 4     | 1     | 3     | 1      | 3      | 5      | 4      | 3      | 4      |
| 5  | 2     | 2     | 5     | 2     | 1      | 3      | 3      | 3      | 2      | 4      |
| 6  | 4     | 3     | 3     | 3     | 3      | 3      | 3      | 3      | 4      | 3      |
| 7  | 3     | 3     | 2     | 2     | 2      | 3      | 4      | 3      | 2      | 3      |
| 8  | 4     | 3     | 1     | 1     | 2      | 4      | 4      | 3      | 2      | 2      |
| 9  | 3     | 3     | 3     | 3     | 3      | 3      | 4      | 3      | 4      | 3      |
| 10 | 3     | 5     | 1     | 1     | 1      | 5      | 5      | 3      | 5      | 4      |
| 11 | 3     | 5     | 5     | 3     | 2      | 4      | 4      | 3      | 2      | 5      |
| 12 | 5     | 3     | 3     | 3     | 4      | 4      | 4      | 4      | 4      | 4      |
| 13 | 3     | 3     | 3     | 3     | 2      | 5      | 4      | 3      | 2      | 4      |
| 14 | 5     | 1     | 1     | 1     | 1      | 3      | 1      | 2      | 2      | 2      |
| 15 | 3     | 5     | 2     | 3     | 2      | 3      | 3      | 3      | 4      | 4      |
| 16 | 4     | 3     | 4     | 3     | 3      | 4      | 3      | 4      | 3      | 4      |
| 17 | 2     | 3     | 2     | 2     | 2      | 4      | 2      | 2      | 3      | 2      |
| 18 | 1     | 1     | 1     | 1     | 1      | 3      | 3      | 1      | 1      | 3      |
| 19 | 1     | 1     | 2     | 2     | 2      | 3      | 3      | 1      | 1      | 3      |
| 20 | 1     | 1     | 2     | 2     | 2      | 3      | 3      | 1      | 1      | 3      |
| 21 | 1     | 2     | 2     | 2     | 2      | 3      | 3      | 1      | 1      | 3      |
| 22 | 1     | 1     | 2     | 2     | 2      | 3      | 3      | 1      | 1      | 3      |
| 23 | 2     | 2     | 2     | 2     | 1      | 3      | 3      | 1      | 2      | 3      |
| 24 | 2     | 2     | 2     | 2     | 2      | 3      | 3      | 1      | 2      | 3      |
| 25 | 2     | 2     | 2     | 2     | 1      | 3      | 3      | 2      | 2      | 2      |
| 26 | 2     | 2     | 2     | 2     | 2      | 3      | 3      | 2      | 2      | 3      |
| 27 | 3     | 3     | 4     | 3     | 3      | 3      | 3      | 3      | 3      | 3      |
| 28 | 4     | 4     | 5     | 4     | 3      | 5      | 4      | 4      | 3      | 4      |
| 29 | 4     | 3     | 4     | 4     | 2      | 4      | 3      | 2      | 2      | 4      |
| 30 | 4     | 4     | 3     | 5     | 4      | 5      | 5      | 3      | 3      | 5      |
| 31 | 2     | 2     | 4     | 3     | 3      | 3      | 3      | 2      | 2      | 4      |
| 32 | 5     | 3     | 3     | 4     | 4      | 3      | 3      | 4      | 4      | 4      |
| 33 | 4     | 4     | 5     | 3     | 4      | 3      | 3      | 4      | 4      | 4      |
| 34 | 1     | 2     | 3     | 1     | 2      | 1      | 2      | 1      | 2      | 1      |
| 35 | 3     | 3     | 2     | 2     | 2      | 3      | 3      | 2      | 2      | 3      |
| 36 | 4     | 4     | 3     | 2     | 2      | 3      | 2      | 3      | 4      | 3      |
| 37 | 3     | 4     | 4     | 4     | 3      | 3      | 4      | 4      | 4      | 3      |
| 38 | 4     | 3     | 4     | 4     | 4      | 4      | 4      | 5      | 5      | 4      |
| 39 | 3     | 3     | 2     | 2     | 2      | 4      | 4      | 3      | 3      | 2      |
| 40 | 4     | 3     | 1     | 2     | 1      | 4      | 4      | 3      | 4      | 4      |
| 41 | 5     | 4     | 3     | 2     | 2      | 3      | 4      | 4      | 4      | 3      |
| 42 | 3     | 2     | 2     | 2     | 1      | 4      | 3      | 2      | 2      | 3      |
| 43 | 3     | 3     | 3     | 3     | 3      | 3      | 3      | 3      | 4      | 4      |
| 44 | 4     | 3     | 2     | 2     | 2      | 4      | 4      | 4      | 3      | 3      |
| 45 | 3     | 2     | 1     | 1     | 1      | 3      | 4      | 2      | 3      | 4      |
| 46 | 4     | 4     | 1     | 2     | 1      | 3      | 4      | 4      | 2      | 3      |
| 47 | 2     | 2     | 2     | 2     | 2      | 2      | 2      | 2      | 2      | 2      |
| 48 | 4     | 5     | 5     | 5     | 5      | 5      | 5      | 5      | 5      | 5      |
| 49 | 3     | 3     | 3     | 3     | 2      | 5      | 3      | 3      | 3      | 4      |
| 50 | 3     | 3     | 3     | 3     | 3      | 3      | 3      | 3      | 3      | 3      |
| 51 | 5     | 1     | 1     | 1     | 1      | 4      | 4      | 4      | 3      | 3      |
| 52 | 4     | 4     | 1     | 1     | 4      | 4      | 4      | 4      | 4      | 4      |
| 53 | 4     | 4     | 1     | 1     | 1      | 5      | 5      | 5      | 3      | 2      |
| 54 | 3     | 3     | 4     | 3     | 3      | 3      | 4      | 4      | 4      | 4      |
| 55 | 5     | 5     | 2     | 2     | 1      | 5      | 5      | 2      | 4      | 2      |
| 56 | 4     | 3     | 1     | 2     | 1      | 3      | 4      | 4      | 4      | 3      |
| 57 | 3     | 4     | 2     | 2     | 2      | 3      | 5      | 2      | 3      | 4      |
| 58 | 1     | 4     | 2     | 2     | 2      | 4      | 2      | 2      | 4      | 2      |
| 59 | 2     | 4     | 3     | 1     | 3      | 3      | 4      | 4      | 4      | 3      |
| 60 | 3     | 4     | 2     | 3     | 4      | 4      | 3      | 3      | 4      | 4      |
| 61 | 1     | 2     | 1     | 1     | 2      | 5      | 4      | 5      | 5      | 5      |
| 62 | 3     | 3     | 3     | 3     | 3      | 3      | 3      | 3      | 3      | 3      |
| 63 | 3     | 3     | 4     | 5     | 5      | 1      | 2      | 5      | 1      | 4      |
| 64 | 5     | 3     | 4     | 4     | 3      | 2      | 3      | 3      | 3      | 3      |
| 65 | 4     | 3     | 4     | 3     | 4      | 3      | 4      | 3      | 4      | 3      |
| 66 | 4     | 4     | 3     | 3     | 1      | 4      | 4      | 4      | 2      | 4      |
| 67 | 3     | 4     | 3     | 4     | 3      | 4      | 5      | 5      | 5      | 4      |
| 68 | 2     | 2     | 2     | 2     | 2      | 3      | 2      | 2      | 2      | 2      |

# Case Summaries

|    | axis6 | axis7 | axis8 | axis9 | axis10 | axis11 | axis12 | axis13 | axis14 | axis15 |
|----|-------|-------|-------|-------|--------|--------|--------|--------|--------|--------|
| 69 | 5     | 5     | 5     | 4     | 4      | 5      | 5      | 5      | 4      | 5      |
| 70 | 2     | 2     | 1     | 1     | 2      | 3      | 3      | 2      | 3      | 2      |
| 71 | 4     | 3     | 4     | 3     | 3      | 4      | 5      | 5      | 4      | 5      |
| 72 | 2     | 3     | 2     | 2     | 2      | 5      | 4      | 4      | 3      | 4      |
| 73 | 3     | 2     | 1     | 3     | 3      | 5      | 5      | 4      | 4      | 5      |
| 74 | 5     | 4     | 3     | 2     | 3      | 5      | 5      | 2      | 3      | 2      |
| 75 | 3     | 4     | 3     | 3     | 3      | 4      | 4      | 2      | 3      | 4      |
| 76 | 3     | 3     | 3     | 3     | 3      | 3      | 3      | 4      | 3      | 2      |
| 77 | 1     | 3     | 1     | 1     | 1      | 4      | 4      | 1      | 4      | 4      |
| 78 | 2     | 2     | 2     | 2     | 1      | 1      | 4      | 1      | 1      | 3      |
| 79 | 1     | 1     | 2     | 1     | 1      | 1      | 1      | 1      | 1      | 2      |
| 80 | 4     | 1     | 3     | 2     | 3      | 4      | 5      | 4      | 2      | 3      |
| 81 | 1     | 2     | 4     | 5     | 3      | 3      | 4      | 3      | 2      | 1      |
| 82 | 2     | 2     | 2     | 2     | 2      | 3      | 2      | 2      | 2      | 2      |
| 83 | 5     | 2     | 2     | 2     | 2      | 3      | 2      | 2      | 2      | 3      |
| 84 | 3     | 4     | 4     | 3     | 3      | 3      | 3      | 2      | 2      | 3      |
| 85 | 3     | 4     | 3     | 2     | 2      | 5      | 3      | 2      | 3      | 4      |
| 86 | 2     | 2     | 3     | 3     | 2      | 3      | 3      | 2      | 2      | 3      |
| 87 | 3     | 3     | 2     | 2     | 3      | 5      | 4      | 3      | 4      | 4      |
| 88 | 3     | 3     | 4     | 4     | 5      | 4      | 3      | 5      | 3      | 4      |

## Case Summaries

|    | axis16 | axis17 | axis18 | axis19 | axis20 | xl1 | xl2 | xl3 | xl4 | xl5 |
|----|--------|--------|--------|--------|--------|-----|-----|-----|-----|-----|
| 1  | 3      | 1      | 2      | 2      | 3      | 4   | 3   | 4   | 3   | 2   |
| 2  | 4      | 5      | 2      | 5      | 5      | 3   | 5   | 4   | 3   | 2   |
| 3  | 3      | 2      | 3      | 3      | 2      | 3   | 3   | 3   | 3   | 3   |
| 4  | 5      | 4      | 4      | 2      | 3      | 4   | 3   | 2   | 3   | 3   |
| 5  | 3      | 3      | 4      | 3      | 3      | 5   | 3   | 3   | 2   | 4   |
| 6  | 4      | 4      | 4      | 4      | 3      | 3   | 4   | 4   | 4   | 4   |
| 7  | 3      | 3      | 3      | 4      | 4      | 3   | 4   | 4   | 5   | 3   |
| 8  | 4      | 4      | 3      | 3      | 2      | 3   | 4   | 3   | 3   | 3   |
| 9  | 4      | 3      | 4      | 5      | 4      | 5   | 4   | 4   | 4   | 5   |
| 10 | 5      | 4      | 3      | 1      | 5      | 4   | 1   | 2   | 2   | 2   |
| 11 | 5      | 5      | 2      | 4      | 3      | 4   | 4   | 2   | 4   | 4   |
| 12 | 4      | 4      | 4      | 5      | 5      | 3   | 4   | 4   | 4   | 3   |
| 13 | 5      | 5      | 4      | 4      | 3      | 3   | 4   | 3   | 3   | 3   |
| 14 | 1      | 2      | 1      | 3      | 1      | 3   | 1   | 2   | 1   | 2   |
| 15 | 4      | 3      | 5      | 3      | 3      | 3   | 4   | 4   | 4   | 4   |
| 16 | 5      | 4      | 4      | 5      | 4      | 3   | 3   | 3   | 3   | 3   |
| 17 | 2      | 2      | 1      | 3      | 1      | 3   | 3   | 4   | 4   | 3   |
| 18 | 3      | 3      | 1      | 3      | 3      | 3   | 3   | 3   | 3   | 3   |
| 19 | 3      | 3      | 1      | 3      | 3      | 5   | 5   | 5   | 5   | 3   |
| 20 | 3      | 3      | 1      | 3      | 3      | 4   | 4   | 4   | 4   | 3   |
| 21 | 3      | 3      | 1      | 3      | 3      | 4   | 4   | 4   | 4   | 3   |
| 22 | 2      | 2      | 1      | 3      | 3      | 3   | 3   | 3   | 3   | 3   |
| 23 | 2      | 2      | 1      | 3      | 3      | 3   | 3   | 3   | 4   | 3   |
| 24 | 2      | 3      | 1      | 3      | 2      | 4   | 4   | 5   | 5   | 3   |
| 25 | 3      | 3      | 1      | 3      | 3      | 5   | 5   | 5   | 5   | 3   |
| 26 | 3      | 2      | 1      | 3      | 3      | 3   | 3   | 5   | 5   | 3   |
| 27 | 4      | 3      | 3      | 4      | 2      | 3   | 3   | 3   | 3   | 2   |
| 28 | 5      | 5      | 5      | 5      | 5      | 4   | 4   | 3   | 4   | 4   |
| 29 | 4      | 4      | 3      | 3      | 3      | 3   | 4   | 4   | 4   | 3   |
| 30 | 5      | 5      | 5      | 5      | 5      | 3   | 3   | 4   | 2   | 3   |
| 31 | 5      | 3      | 3      | 5      | 1      | 3   | 3   | 4   | 4   | 4   |
| 32 | 3      | 3      | 4      | 4      | 2      | 5   | 5   | 4   | 3   | 5   |
| 33 | 4      | 4      | 3      | 4      | 5      | 1   | 2   | 3   | 4   | 1   |
| 34 | 2      | 3      | 2      | 2      | 3      | 2   | 1   | 2   | 3   | 1   |
| 35 | 3      | 2      | 2      | 3      | 2      | 2   | 2   | 3   | 3   | 2   |
| 36 | 3      | 2      | 2      | 4      | 4      | 3   | 3   | 4   | 4   | 3   |
| 37 | 4      | 4      | 3      | 5      | 4      | 3   | 3   | 4   | 3   | 3   |
| 38 | 5      | 5      | 4      | 5      | 5      | 2   | 2   | 2   | 2   | 2   |
| 39 | 3      | 3      | 2      | 2      | 2      | 2   | 3   | 2   | 2   | 3   |
| 40 | 3      | 3      | 3      | 4      | 2      | 2   | 2   | 3   | 3   | 3   |
| 41 | 4      | 4      | 3      | 4      | 4      | 4   | 3   | 4   | 2   | 3   |
| 42 | 3      | 3      | 3      | 4      | 2      | 2   | 3   | 5   | 3   | 2   |
| 43 | 3      | 3      | 3      | 3      | 3      | 3   | 4   | 3   | 3   | 4   |
| 44 | 4      | 3      | 4      | 3      | 3      | 3   | 2   | 4   | 3   | 2   |
| 45 | 4      | 4      | 4      | 2      | 1      | 3   | 3   | 3   | 3   | 2   |
| 46 | 4      | 4      | 2      | 3      | 2      | 2   | 4   | 3   | 3   | 4   |
| 47 | 3      | 3      | 3      | 3      | 3      | 1   | 1   | 1   | 1   | 1   |
| 48 | 5      | 5      | 5      | 5      | 5      | 5   | 5   | 5   | 4   | 4   |
| 49 | 5      | 1      | 3      | 2      | 3      | 2   | 3   | 3   | 2   | 3   |
| 50 | 3      | 3      | 3      | 3      | 3      | 3   | 3   | 3   | 3   | 3   |
| 51 | 4      | 2      | 2      | 4      | 2      | 4   | 4   | 3   | 3   | 4   |
| 52 | 2      | 4      | 3      | 4      | 4      | 3   | 3   | 5   | 3   | 3   |
| 53 | 3      | 2      | 2      | 3      | 2      | 5   | 2   | 2   | 4   | 2   |
| 54 | 3      | 3      | 4      | 2      | 3      | 3   | 2   | 4   | 3   | 3   |
| 55 | 3      | 2      | 3      | 4      | 5      | 1   | 3   | 3   | 5   | 1   |
| 56 | 3      | 4      | 4      | 2      | 4      | 2   | 2   | 3   | 2   | 3   |
| 57 | 4      | 3      | 2      | 1      | 3      | 3   | 3   | 5   | 5   | 4   |
| 58 | 2      | 3      | 3      | 3      | 5      | 3   | 3   | 4   | 3   | 4   |
| 59 | 3      | 3      | 2      | 5      | 4      | 4   | 3   | 2   | 4   | 5   |
| 60 | 3      | 2      | 3      | 3      | 3      | 3   | 3   | 5   | 1   | 2   |
| 61 | 4      | 2      | 4      | 2      | 2      | 4   | 5   | 2   | 5   | 5   |
| 62 | 3      | 3      | 3      | 3      | 3      | 3   | 3   | 3   | 3   | 3   |
| 63 | 4      | 1      | 2      | 3      | 4      | 3   | 3   | 3   | 3   | 1   |
| 64 | 4      | 4      | 4      | 4      | 3      | 2   | 3   | 3   | 4   | 2   |
| 65 | 4      | 3      | 4      | 4      | 3      | 3   | 3   | 3   | 3   | 3   |
| 66 | 3      | 3      | 2      | 4      | 2      | 5   | 5   | 5   | 5   | 4   |
| 67 | 3      | 3      | 3      | 4      | 3      | 4   | 4   | 5   | 1   | 1   |
| 68 | 3      | 3      | 1      | 3      | 3      | 4   | 4   | 5   | 5   | 3   |

Case Summaries

|    | axis16 | axis17 | axis18 | axis19 | axis20 | xl1 | xl2 | xl3 | xl4 | xl5 |
|----|--------|--------|--------|--------|--------|-----|-----|-----|-----|-----|
| 69 | 4      | 4      | 4      | 4      | 4      | 4   | 4   | 4   | 4   | 4   |
| 70 | 3      | 2      | 3      | 3      | 3      | 3   | 3   | 3   | 3   | 3   |
| 71 | 5      | 5      | 4      | 5      | 5      | 5   | 5   | 5   | 3   | 5   |
| 72 | 4      | 4      | 4      | 3      | 4      | 5   | 5   | 2   | 2   | 2   |
| 73 | 5      | 2      | 2      | 4      | 4      | 4   | 4   | 5   | 5   | 4   |
| 74 | 4      | 3      | 3      | 3      | 4      | 4   | 4   | 4   | 3   | 4   |
| 75 | 4      | 2      | 3      | 4      | 2      | 4   | 4   | 4   | 4   | 4   |
| 76 | 3      | 3      | 3      | 3      | 3      | 3   | 3   | 3   | 3   | 4   |
| 77 | 5      | 4      | 4      | 4      | 2      | 4   | 4   | 5   | 5   | 5   |
| 78 | 4      | 1      | 2      | 2      | 1      | 4   | 4   | 4   | 4   | 3   |
| 79 | 2      | 1      | 1      | 1      | 1      | 4   | 2   | 2   | 2   | 4   |
| 80 | 2      | 3      | 5      | 4      | 3      | 3   | 3   | 4   | 1   | 4   |
| 81 | 3      | 3      | 5      | 4      | 2      | 2   | 5   | 5   | 2   | 5   |
| 82 | 2      | 2      | 1      | 3      | 2      | 4   | 5   | 4   | 4   | 4   |
| 83 | 2      | 3      | 2      | 3      | 2      | 4   | 5   | 4   | 4   | 3   |
| 84 | 2      | 2      | 2      | 3      | 3      | 2   | 3   | 4   | 4   | 4   |
| 85 | 4      | 5      | 4      | 4      | 3      | 3   | 3   | 4   | 4   | 3   |
| 86 | 3      | 3      | 1      | 3      | 3      | 4   | 4   | 3   | 3   | 3   |
| 87 | 4      | 4      | 4      | 2      | 4      | 4   | 3   | 3   | 5   | 4   |
| 88 | 3      | 3      | 1      | 3      | 4      | 3   | 3   | 3   | 3   | 3   |

## Case Summaries

|    | xl6 | xl7 | xl8 | xl9 | xl10 | xl11 | xl12 | xl13 | xl14 | xl15 |
|----|-----|-----|-----|-----|------|------|------|------|------|------|
| 1  | 3   | 2   | 1   | 1   | 1    | 3    | 4    | 3    | 2    | 2    |
| 2  | 5   | 4   | 4   | 3   | 2    | 2    | 2    | 3    | 3    | 4    |
| 3  | 4   | 3   | 2   | 2   | 2    | 3    | 2    | 2    | 3    | 3    |
| 4  | 2   | 4   | 1   | 3   | 1    | 3    | 5    | 4    | 3    | 4    |
| 5  | 2   | 2   | 5   | 2   | 1    | 3    | 3    | 3    | 5    | 4    |
| 6  | 4   | 3   | 3   | 3   | 3    | 3    | 3    | 4    | 4    | 3    |
| 7  | 3   | 4   | 2   | 1   | 2    | 3    | 4    | 4    | 3    | 4    |
| 8  | 3   | 2   | 1   | 1   | 2    | 3    | 4    | 2    | 3    | 5    |
| 9  | 4   | 5   | 3   | 3   | 3    | 5    | 5    | 5    | 5    | 5    |
| 10 | 1   | 2   | 1   | 1   | 1    | 2    | 4    | 3    | 3    | 3    |
| 11 | 2   | 4   | 4   | 5   | 2    | 4    | 4    | 3    | 2    | 5    |
| 12 | 3   | 4   | 3   | 3   | 3    | 4    | 4    | 4    | 4    | 4    |
| 13 | 5   | 5   | 3   | 3   | 2    | 4    | 4    | 3    | 2    | 4    |
| 14 | 5   | 1   | 1   | 1   | 1    | 3    | 1    | 2    | 2    | 2    |
| 15 | 3   | 5   | 3   | 3   | 2    | 4    | 4    | 5    | 4    | 4    |
| 16 | 4   | 3   | 2   | 3   | 3    | 3    | 3    | 3    | 3    | 4    |
| 17 | 3   | 4   | 2   | 3   | 2    | 2    | 2    | 1    | 4    | 3    |
| 18 | 3   | 3   | 3   | 3   | 3    | 3    | 3    | 3    | 3    | 3    |
| 19 | 5   | 5   | 5   | 5   | 5    | 3    | 4    | 5    | 5    | 4    |
| 20 | 5   | 5   | 3   | 3   | 2    | 2    | 3    | 5    | 5    | 3    |
| 21 | 4   | 4   | 4   | 4   | 4    | 3    | 4    | 4    | 4    | 4    |
| 22 | 3   | 3   | 2   | 2   | 2    | 2    | 4    | 4    | 5    | 3    |
| 23 | 3   | 5   | 3   | 3   | 2    | 3    | 3    | 4    | 5    | 3    |
| 24 | 5   | 5   | 5   | 5   | 5    | 3    | 4    | 5    | 5    | 3    |
| 25 | 3   | 5   | 3   | 3   | 5    | 3    | 3    | 5    | 5    | 5    |
| 26 | 4   | 4   | 3   | 3   | 1    | 2    | 4    | 4    | 5    | 3    |
| 27 | 3   | 3   | 2   | 2   | 2    | 3    | 2    | 2    | 2    | 2    |
| 28 | 4   | 4   | 5   | 4   | 4    | 3    | 4    | 3    | 4    | 5    |
| 29 | 2   | 3   | 3   | 4   | 2    | 3    | 3    | 2    | 2    | 3    |
| 30 | 5   | 5   | 3   | 4   | 5    | 2    | 4    | 3    | 4    | 3    |
| 31 | 5   | 5   | 1   | 2   | 2    | 2    | 2    | 5    | 5    | 4    |
| 32 | 5   | 5   | 3   | 4   | 4    | 4    | 5    | 5    | 5    | 4    |
| 33 | 1   | 2   | 3   | 2   | 3    | 1    | 2    | 2    | 1    | 3    |
| 34 | 2   | 3   | 2   | 1   | 2    | 1    | 2    | 2    | 3    | 4    |
| 35 | 2   | 3   | 2   | 2   | 2    | 2    | 2    | 2    | 3    | 2    |
| 36 | 4   | 4   | 2   | 2   | 2    | 2    | 2    | 3    | 2    | 3    |
| 37 | 3   | 5   | 2   | 4   | 3    | 3    | 3    | 4    | 4    | 3    |
| 38 | 2   | 2   | 2   | 2   | 2    | 2    | 2    | 2    | 2    | 2    |
| 39 | 2   | 3   | 2   | 2   | 2    | 4    | 4    | 3    | 3    | 2    |
| 40 | 4   | 4   | 1   | 2   | 1    | 3    | 4    | 3    | 2    | 3    |
| 41 | 5   | 4   | 3   | 3   | 2    | 4    | 4    | 4    | 4    | 3    |
| 42 | 3   | 2   | 2   | 2   | 1    | 2    | 2    | 2    | 2    | 3    |
| 43 | 3   | 3   | 4   | 4   | 4    | 3    | 3    | 3    | 4    | 4    |
| 44 | 2   | 3   | 2   | 3   | 3    | 3    | 3    | 2    | 3    | 2    |
| 45 | 2   | 2   | 1   | 1   | 1    | 2    | 4    | 2    | 3    | 4    |
| 46 | 4   | 4   | 4   | 1   | 2    | 2    | 4    | 4    | 4    | 3    |
| 47 | 1   | 1   | 1   | 1   | 1    | 3    | 3    | 3    | 3    | 3    |
| 48 | 4   | 3   | 3   | 4   | 4    | 4    | 4    | 5    | 5    | 4    |
| 49 | 5   | 3   | 3   | 3   | 2    | 4    | 3    | 4    | 3    | 4    |
| 50 | 3   | 3   | 3   | 3   | 3    | 3    | 3    | 3    | 3    | 3    |
| 51 | 5   | 1   | 1   | 1   | 1    | 4    | 4    | 4    | 3    | 3    |
| 52 | 4   | 2   | 5   | 2   | 3    | 2    | 3    | 3    | 3    | 2    |
| 53 | 2   | 2   | 1   | 1   | 1    | 2    | 3    | 2    | 3    | 2    |
| 54 | 4   | 3   | 3   | 2   | 3    | 3    | 2    | 2    | 3    | 2    |
| 55 | 1   | 3   | 2   | 2   | 1    | 2    | 5    | 3    | 4    | 4    |
| 56 | 2   | 2   | 2   | 2   | 1    | 2    | 4    | 4    | 2    | 3    |
| 57 | 3   | 4   | 2   | 2   | 2    | 3    | 5    | 3    | 1    | 3    |
| 58 | 4   | 2   | 2   | 2   | 2    | 2    | 2    | 3    | 4    | 3    |
| 59 | 4   | 2   | 4   | 3   | 1    | 3    | 4    | 3    | 3    | 5    |
| 60 | 3   | 2   | 1   | 2   | 2    | 4    | 3    | 3    | 2    | 3    |
| 61 | 5   | 5   | 1   | 1   | 2    | 5    | 4    | 5    | 5    | 5    |
| 62 | 3   | 3   | 3   | 3   | 3    | 3    | 3    | 3    | 3    | 3    |
| 63 | 2   | 3   | 1   | 3   | 4    | 1    | 3    | 2    | 3    | 5    |
| 64 | 3   | 4   | 2   | 3   | 3    | 2    | 4    | 3    | 3    | 4    |
| 65 | 3   | 3   | 3   | 3   | 3    | 3    | 4    | 4    | 4    | 4    |
| 66 | 4   | 4   | 4   | 4   | 1    | 3    | 3    | 3    | 4    | 4    |
| 67 | 5   | 4   | 5   | 5   | 5    | 5    | 5    | 1    | 5    | 4    |
| 68 | 5   | 5   | 3   | 3   | 3    | 3    | 5    | 5    | 5    | 3    |

Case Summaries

|    | xi6 | xi7 | xi8 | xi9 | xi10 | xi11 | xi12 | xi13 | xi14 | xi15 |
|----|-----|-----|-----|-----|------|------|------|------|------|------|
| 69 | 5   | 5   | 5   | 4   | 5    | 5    | 5    | 4    | 4    | 4    |
| 70 | 3   | 2   | 1   | 1   | 1    | 2    | 2    | 1    | 2    | 1    |
| 71 | 4   | 3   | 5   | 5   | 3    | 4    | 5    | 5    | 4    | 5    |
| 72 | 2   | 3   | 2   | 2   | 2    | 3    | 4    | 4    | 3    | 4    |
| 73 | 5   | 5   | 5   | 5   | 4    | 5    | 5    | 4    | 4    | 5    |
| 74 | 5   | 4   | 3   | 2   | 3    | 5    | 5    | 3    | 3    | 2    |
| 75 | 4   | 4   | 3   | 3   | 3    | 4    | 4    | 4    | 4    | 4    |
| 76 | 4   | 3   | 3   | 5   | 5    | 5    | 4    | 3    | 5    | 5    |
| 77 | 5   | 5   | 1   | 1   | 1    | 4    | 4    | 1    | 4    | 3    |
| 78 | 2   | 2   | 2   | 2   | 1    | 1    | 4    | 1    | 1    | 3    |
| 79 | 2   | 2   | 4   | 4   | 3    | 3    | 3    | 3    | 3    | 4    |
| 80 | 4   | 1   | 3   | 2   | 1    | 4    | 5    | 4    | 2    | 3    |
| 81 | 2   | 2   | 5   | 4   | 3    | 4    | 4    | 3    | 2    | 1    |
| 82 | 4   | 4   | 3   | 4   | 3    | 3    | 4    | 5    | 4    | 4    |
| 83 | 2   | 4   | 4   | 4   | 5    | 3    | 3    | 5    | 5    | 3    |
| 84 | 3   | 4   | 3   | 3   | 3    | 2    | 4    | 4    | 4    | 3    |
| 85 | 5   | 5   | 3   | 3   | 2    | 3    | 3    | 5    | 5    | 3    |
| 86 | 4   | 4   | 3   | 3   | 2    | 2    | 3    | 5    | 5    | 3    |
| 87 | 5   | 5   | 2   | 2   | 2    | 2    | 4    | 4    | 5    | 3    |
| 88 | 3   | 5   | 2   | 2   | 2    | 2    | 3    | 3    | 5    | 3    |

Case Summari

|    | xl16 | xl17 | xl18 | xl19 | xl20 |
|----|------|------|------|------|------|
| 1  | 3    | 1    | 2    | 1    | 3    |
| 2  | 2    | 4    | 2    | 2    | 5    |
| 3  | 3    | 3    | 3    | 3    | 3    |
| 4  | 5    | 4    | 4    | 2    | 3    |
| 5  | 3    | 3    | 4    | 2    | 3    |
| 6  | 4    | 4    | 4    | 4    | 3    |
| 7  | 4    | 3    | 4    | 4    | 4    |
| 8  | 4    | 4    | 3    | 4    | 1    |
| 9  | 5    | 5    | 4    | 5    | 5    |
| 10 | 5    | 2    | 3    | 1    | 1    |
| 11 | 5    | 5    | 2    | 4    | 3    |
| 12 | 4    | 4    | 4    | 3    | 3    |
| 13 | 4    | 5    | 3    | 3    | 2    |
| 14 | 1    | 2    | 1    | 2    | 1    |
| 15 | 4    | 4    | 4    | 3    | 3    |
| 16 | 3    | 3    | 2    | 3    | 3    |
| 17 | 3    | 2    | 3    | 3    | 2    |
| 18 | 3    | 3    | 3    | 3    | 3    |
| 19 | 4    | 4    | 5    | 4    | 5    |
| 20 | 4    | 4    | 4    | 3    | 3    |
| 21 | 3    | 4    | 3    | 4    | 4    |
| 22 | 3    | 3    | 3    | 3    | 3    |
| 23 | 3    | 3    | 3    | 3    | 3    |
| 24 | 4    | 4    | 4    | 4    | 5    |
| 25 | 3    | 3    | 4    | 4    | 3    |
| 26 | 3    | 3    | 3    | 3    | 3    |
| 27 | 3    | 2    | 3    | 2    | 3    |
| 28 | 4    | 5    | 3    | 5    | 3    |
| 29 | 3    | 3    | 3    | 3    | 3    |
| 30 | 4    | 5    | 3    | 2    | 2    |
| 31 | 3    | 4    | 4    | 2    | 2    |
| 32 | 5    | 5    | 3    | 4    | 3    |
| 33 | 3    | 3    | 3    | 4    | 1    |
| 34 | 2    | 4    | 5    | 3    | 4    |
| 35 | 2    | 2    | 2    | 3    | 2    |
| 36 | 3    | 2    | 2    | 4    | 4    |
| 37 | 4    | 3    | 4    | 4    | 2    |
| 38 | 2    | 2    | 2    | 2    | 2    |
| 39 | 3    | 3    | 3    | 2    | 2    |
| 40 | 4    | 3    | 3    | 4    | 2    |
| 41 | 4    | 4    | 3    | 2    | 3    |
| 42 | 3    | 3    | 3    | 3    | 2    |
| 43 | 4    | 4    | 3    | 3    | 3    |
| 44 | 2    | 3    | 4    | 4    | 3    |
| 45 | 4    | 4    | 4    | 3    | 1    |
| 46 | 4    | 4    | 2    | 4    | 3    |
| 47 | 3    | 3    | 3    | 3    | 3    |
| 48 | 4    | 4    | 4    | 4    | 4    |
| 49 | 4    | 1    | 3    | 2    | 3    |
| 50 | 3    | 3    | 3    | 3    | 3    |
| 51 | 4    | 2    | 2    | 4    | 2    |
| 52 | 3    | 3    | 2    | 3    | 3    |
| 53 | 3    | 2    | 2    | 3    | 2    |
| 54 | 3    | 2    | 3    | 1    | 3    |
| 55 | 4    | 4    | 4    | 4    | 3    |
| 56 | 3    | 3    | 3    | 1    | 2    |
| 57 | 4    | 3    | 1    | 3    | 3    |
| 58 | 4    | 4    | 3    | 3    | 4    |
| 59 | 5    | 4    | 4    | 3    | 2    |
| 60 | 2    | 2    | 3    | 3    | 2    |
| 61 | 4    | 1    | 4    | 1    | 2    |
| 62 | 3    | 3    | 3    | 3    | 3    |
| 63 | 1    | 4    | 2    | 3    | 3    |
| 64 | 3    | 2    | 3    | 3    | 4    |
| 65 | 4    | 4    | 4    | 4    | 4    |
| 66 | 3    | 3    | 2    | 4    | 2    |
| 67 | 5    | 5    | 5    | 4    | 5    |
| 68 | 4    | 4    | 4    | 3    | 3    |

Case Summari

|    | x!16 | x!17 | x!18 | x!19 | x!20 |
|----|------|------|------|------|------|
| 69 | 5    | 5    | 5    | 5    | 4    |
| 70 | 3    | 2    | 2    | 3    | 3    |
| 71 | 5    | 5    | 4    | 5    | 5    |
| 72 | 4    | 4    | 4    | 3    | 3    |
| 73 | 5    | 5    | 5    | 4    | 4    |
| 74 | 4    | 3    | 3    | 3    | 4    |
| 75 | 4    | 3    | 4    | 4    | 3    |
| 76 | 3    | 3    | 5    | 3    | 3    |
| 77 | 5    | 5    | 4    | 3    | 3    |
| 78 | 4    | 3    | 2    | 4    | 1    |
| 79 | 4    | 3    | 3    | 4    | 4    |
| 80 | 4    | 4    | 4    | 5    | 3    |
| 81 | 3    | 4    | 5    | 1    | 2    |
| 82 | 4    | 4    | 4    | 1    | 2    |
| 83 | 3    | 3    | 3    | 3    | 3    |
| 84 | 4    | 4    | 3    | 3    | 2    |
| 85 | 3    | 3    | 3    | 3    | 3    |
| 86 | 3    | 3    | 4    | 3    | 2    |
| 87 | 3    | 3    | 3    | 3    | 2    |
| 88 | 3    | 3    | 4    | 3    | 3    |